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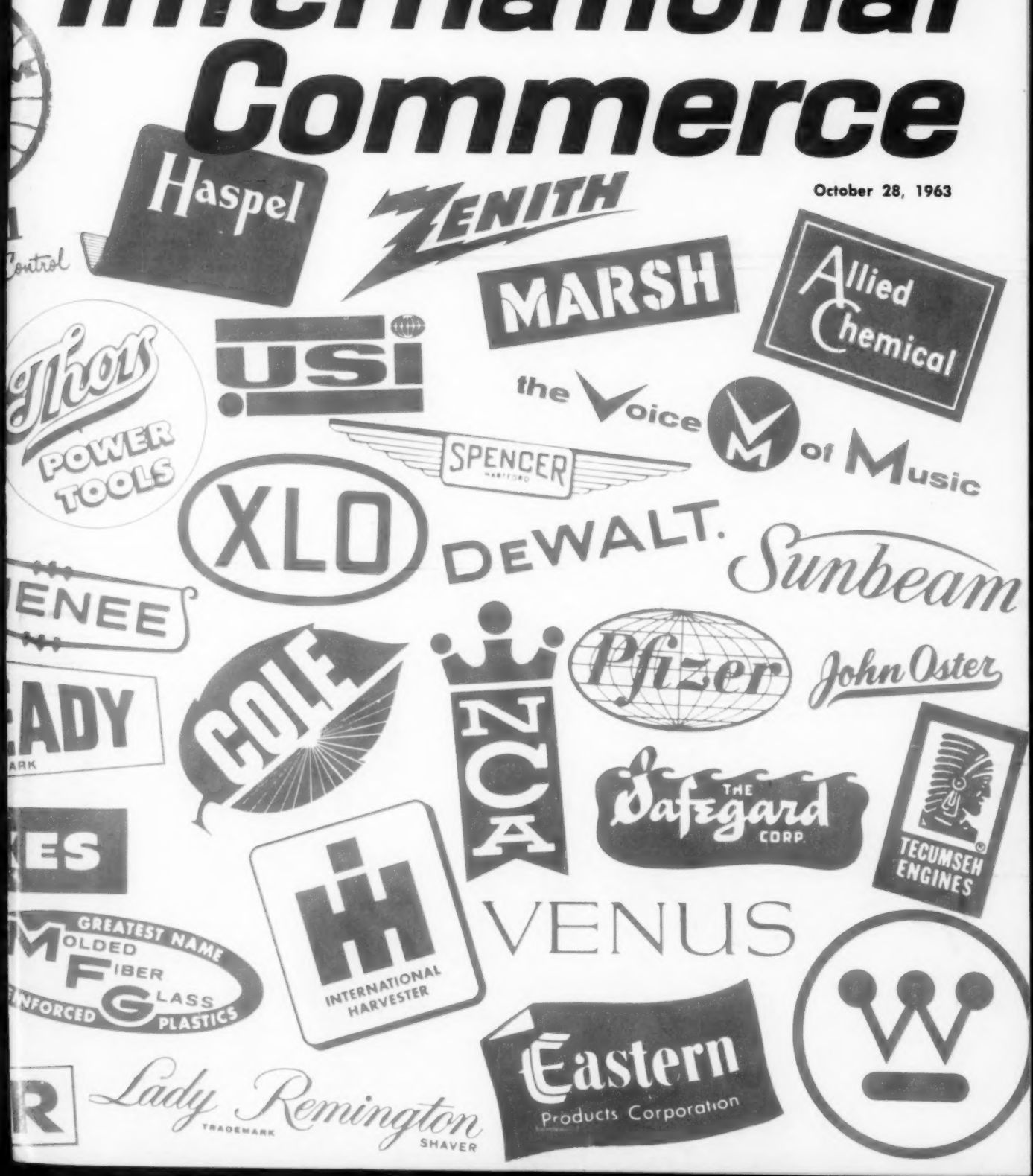

Business Bulletins *from around the world*

ALGERIA—Algeria on September 27 became member of International Monetary Fund, World Bank, and International Development Association. In accepting membership in the three organizations, Algeria agreed to subscriptions of $80 million to IMF, $60 million to the World Bank, and $4 million to IDA.

BURMA—Government-owned Burma Economic Development Corporation (BEDC) has been dissolved and its 39 companies will be absorbed into Government ministries. It is unknown how Government will handle commercial agency business, if any remains, formerly handled by these companies.

Government of Burma has taken over pearl and fishing industry at Pearl Island, formerly a joint venture run by BEDC and a Japanese firm. Newly established Pearl and Deep Sea Fishing Industries Management Board will operate.

CEYLON—Government signs contract with British firm for the establishment of a ceramics factory at Boralesgamuwa, near Colombo, to manufacture 500 tons of sanitary ware, 1,600 tons of crockery, and 200 tons of wall tiles annually. Plant, near site of recently completed kaolin refinery, slated for completion in January 1965.

EL SALVADOR—Volkswagen has applied to Ministry of Economy for approval of investment of almost $1.2 million to establish plant in El Salvador to assemble small sedan. Planned initial capacity, 700 units annually to meet Salvadoran needs, but provision will be made for gradual expansion to 5,000 units at end of 5 years to meet Central American market requirements.

FRANCE—Increases in French economic growth for 1964 over 1963 have been forecast as follows: Total resources, 4.7%; gross domestic production, 4.2%; imports, 8%. Utilization of resources will increase as follows: Household consumption, 4.3%; Government consumption, 5.2%; gross investment, 4.6% (of this, government 9.6% and private 3.9%); and exports, 7%.

Another Paris airport (Paris-Nord) for supersonic planes will be built near Gonesse, 22 kms. north of Paris. Construction will start in 1967. First supersonic airliner take-off and landing strip should be ready by 1972.

GUATEMALA—Bank of Guatemala has announced, as result of improved reserve position, relaxation of exchange controls along following lines: All earnings or dividends of foreign investment in Guatemala may be freely remitted abroad; foreign capital invested in Guatemala may be freely withdrawn; sworn declaration of funds held abroad will no longer be required; and personal remittances and tourist allowances will be increased.

INDIA—Government-owned Hindustan Steel Limited and a Japanese consortium have signed contract for $46.2 million worth of equipment for public sector alloy and special steels plant at Durgapur. New capacity designed to manufacture initially 100,000 tons of special steel ingots annually and to be expanded to almost 300,000 tons.

Consortium of Japanese steel manufacturing firms has offered to establish steel mill at Bokaro. Mr. Takashinayto, leader of 5-man Japanese Parliamentary delegation touring South Asia, stated in Madras September 29, according to press. As yet, however, no offer concerning the necessary credits has come from the Japanese.

IRAQ—Iraqi Republican Railways has indicated an interest in purchasing five new large diesel electric locomotives for use on the Baghdad-Mosul standard gage line; however, no contract is likely to be made in the current fiscal year ending March 1964.

LIBYA—Ministry of Development and Planning will circulate to commercial offices of foreign Embassies statements of specific needs in many fields connected with 5-year development plan. New procedure supplements promulgation of public tenders for projects requiring use of tender machinery, will greatly facilitate procurement of items by Libyan Government, and will ease task of U.S. firms in position to supply items.

MEXICO—The Government has ruled that import licenses for diesel-electric generating sets weighing more than 2,500 kilos will be issued only to end users, and then only under condition that the generating set will be used on a stand-by basis in the event of a power failure. Distributors are no longer eligible to receive permits to import generator sets.

MOROCCO—With exception of phosphates, mining production in Morocco during first 7 months of 1963 was lower than in corresponding period of 1962. Lead ore production was 60,000 metric tons compared with 80,000 in same period of 1962; metallurgical manganese, 168,000 (1962: 228,000); chemical manganese, 35,000 (84,000); and iron ore, 594,000 (722,000). Phosphate production has been averaging about 800,000 metric tons a month, slightly above last year's average.

SWITZERLAND—Consortium of Swiss banks floated on Swiss market a loan equivalent to $14 million at 4½% interest on behalf of Compagnie Francaise des Petroles.

Aluminum Schweisswerk S.A. at Schlieven, received an order for 26 storage tanks having capacity of 170,000 liters each from Tuborg breweries in Copenhagen. Estimated value of order, $230,000.

Sulzer Bros. of Winterthur signed a license agreement with Budd Co., of Philadelphia for manufacture of Gamma irradiators in Switzerland. Sulzer Bros. will sell the equipment throughout world, except in United States and Canada.

UNITED ARAB REPUBLIC—Phillips Petroleum signs agreement for oil exploitation in the western desert. Crude output is to be shared fifty-fifty with UAR Government. In addition, the Government will receive 50% of Phillips share of profits.

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the cover

The cover this week displays the trademarks of a few of the many firms that, in the past few years, have actively participated in Bureau of International Commerce international trade fairs and U.S. Trade Center exhibitions. An article on these "silent salesmen," and their value as an international tool, starts on page 2.

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Trademarks as 'silent salesmen'

Offer trade potential, valuable international tool; BIC aids in protection

By JOSEPH M. LIGHTMAN
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Increasing attention is being given to the role of trademarks as a significant factor in the marketing of goods abroad. Trademarks are important tools which can readily be utilized by exporters to enter into and compete effectively in foreign markets.

JOSEPH M. LIGHTMAN

This article deals with the trade potential of trademarks in the context of our export expansion drive, the international protection available for trademark rights of American businessmen, and the unilateral programs of the U.S. Government to protect U.S. trademark interests abroad, including the activities of the Bureau of International Commerce in this field.

Trade potential of trademarks

Trademarks have been referred to, with justification, as the manufacturer's "silent salesmen." The primary function of a trademark is to serve as a distinctive mark, design, or symbol for use on, or in connection with, a product so that buyers and other users of that product may be able to distinguish it from comparable merchandise. A trademark indicates the origin and/or proprietorship of the product and carries an assurance that certain basic quality standards are inherent in the product itself. It is, in a sense, a "commercial signature."

Unlike a patent, a trademark can be renewed and continued indefinitely as an exclusive property right. Also, it can serve as the focal point for advertising the product. Foresight in registering trademarks early in a marketing program can avoid subsequent costly litigation.

The Department of Commerce has a special interest, under the export expansion drive, in seeing that U.S. business concerns are afforded the fullest possible protection abroad for their trademark rights. Manufacturers' expectations of profitable exports in new and expanded markets will be based, in no small part, on assurances that their trademarks will be adequately protected abroad and not be copied or simulated without their permission.

Trademarks of U.S. concerns can be protected with varying degrees of effectiveness in almost every country of the world. Virtually all countries, even those among the lesser developed in Africa, Asia, and Latin America, have some form of system for registering and protecting trademarks for foreign, as well as domestic nationals. In addition, many countries permit recordation of trademarks with their customs service so that protection is afforded against imports bearing the trademark without authority.

Rights to a trademark in the United States and a few other countries, such as Canada and the Philippine Republic, are acquired only by use of the mark on goods moving in trade. A trademark may not be registered in such countries until it has been the subject of prior use and such use must be continued if rights therein are to be maintained.

Most countries do not have a prior use requirement and it is sufficient only to register the mark in order to establish a proprietary right; a trademark can be selected and registered without actual use having been made of the mark. Generally, in such countries, registration, not prior use, is the only basis upon which an infringement suit can be maintained, and the general rule there is that an unregistered trademark has no legal status. Thus, U.S. concerns would do well to register their trademarks in every country where they contemplate sale or licensing activity. The foreign system offers to the U.S. manufacturer the advantage that he can protect his trademarks abroad usually without delay or waiting until he has made sales.

Trademarks pioneer

A company's trademark may be more significant in certain overseas markets than the company's name itself, when the two differ. Company names that may be well known in the United States may be virtually unknown in many foreign areas. On the other hand, a company's trademark may have been publicized in foreign countries, perhaps even without the owner's knowledge, through its appearance in advertising in magazines and other publications disseminated abroad and on the company's products themselves. Thus, a business concern should consider the possibility that its trademark is already pioneering a number of foreign markets for its products and is thereby a readymade tool either for the start or continuance of an aggressive export campaign.

U.S. Patent Office files indicate that a record number of trademark applications were filed in this country in 1962. Slightly over 25,000 applications were filed in that year, about 1,200 more than in the previous record year of 1961. Approximately 17,000 registrations were issued in 1962, topping those issued in 1961 by about 500.

International protection

The protection which a businessman obtains for his trademark rights in any country, including the United States, is based on that country's national legislation. There are, however, a number of international agreements to which the United States is party which amplify and extend such legislation for foreigners.

The major intergovernmental agreement in this field is the International Convention for the Protection of Industrial Property, commonly referred to as the "Paris Union." Established in Paris in 1883, it has been revised five times, the latest revision at Lisbon in 1958. The Convention and its revisions are adhered to by the United States and 54 other countries, including every industrialized country of Western Europe. The countries and the latest revision to which they adhere are listed in the accompanying table.

In substance, the Convention deals with patents and industrial designs as well as commercial names and trademarks, all of which constitute "industrial property rights." Under the Convention, each member country is required to extend to nationals of other member countries the same protection and rights in the industrial property rights field which it extends to its own nationals (that is, national treatment). There are also special rights and advantages which each member is required to extend to other members' nationals in this field.

Thus, a U.S. businessman who wants to use and protect his trademarks in a "Paris Union" country receives a 6-months' priority for registration of a U.S.-registered trademark in member

countries. He is entitled to the same protection under that country's laws, including legal remedy against infringements, as that country affords its own businessmen. To obtain this protection in a member country, an American (or other foreign) national must observe the conditions and formalities imposed by that country on its own nationals. However, he does not have to possess a domicile or establishment in that country as a condition for securing its protective measures. His only function may be that of a local representative to accept service of process and handle other procedural work, as necessary.

Trade names—as distinct from trademarks—are protected in all "Paris Union" countries without the obligation of a filing or registration, and countries of the Union are obliged to provide nationals of member countries protection against unfair competition.

The latest Convention revision adopted in 1958 encompasses more substantial trademark protection than the original Convention and its earlier revisions. Under the new revision, an American may now clearly register his trademark in any member country without having to prove the existence of a registration in the United States. This new revision also requires member countries to protect trademarks used for services in the same manner as trademarks used to designate goods. Of the 55 countries which adhere to the Convention and one or more of its revisions, 14 so far adhere to the 1958 revision.

There is also a convention for the International Registration of Trademarks. Through this convention, known as the Arrangement of Madrid, protection for a trademark may be obtained in several countries at once.

Once a mark has been properly registered in one of the contracting countries of the Madrid Arrangement it is entitled to international registration through an International Bureau at Geneva. The Bureau notifies all contracting states of that mark where the registrant desires this multiple protection. These states have 12 months in which to accept or refuse protection to that mark in their territories and in accordance with their national laws.

Although the United States has not joined this agreement, the convention's facilities are available to any U.S. firm maintaining a business establishment in a country that is a party to it. The following countries adhere to this convention: Austria, Belgium, Czechoslovakia, France, Germany, Hungary, Italy, Liechtenstein, Luxembourg, Monaco, Morocco, Netherlands, Portugal, Rumania, San Marino, Spain, Switzerland, Tunisia, United Arab Republic, Viet Nam, and Yugoslavia.

States Which Are Parties to International Convention for the Protection of Industrial Property (as of Oct. 1, 1963)

	Revision of:			
	1911	1925	1934	1958
Australia	◆[1]	◆[2]	◆[2]	
Austria	◆	◆	◆[3]	
Belgium	◆	◆	◆	
Brazil	◆	◆		
Bulgaria	◆			
Canada	◆	◆	◆	
Ceylon	◆		◆	
Congo (Brazzaville)				◆
Cuba	◆			◆
Czechoslovakia	◆	◆		◆
Denmark	◆	◆	◆	
Dominican Republic	◆	◆		
Finland	◆		◆	
France	◆	◆[4]	◆	◆[4]
Germany	◆	◆	◆[5]	◆[6]
Greece	◆		◆	
Haiti			◆	◆
Hungary	◆	◆	◆	
Iceland			◆	
Indonesia			◆	
Iran			◆	◆
Ireland	◆		◆	
Israel			◆	
Italy	◆	◆	◆	
Japan	◆	◆	◆	
Lebanon	◆	◆	◆	
Liechtenstein		◆	◆	
Luxembourg	◆		◆	
Mexico	◆	◆	◆	
Monaco			◆	◆
Morocco	◆	◆	◆	
Netherlands	◆	◆	◆[7]	
New Zealand	◆	◆[8]	◆[8]	
Nigeria				◆
Norway	◆		◆	
Poland	◆[9]	◆		
Portugal	◆	◆	◆	
Rhodesia and Nyassaland, Fed. of			◆	◆
Rumania	◆			
San Marino			◆	
South Africa			◆	
Spain	◆	◆[10]	◆	
Sweden	◆	◆	◆	
Switzerland	◆	◆	◆	◆
Syrian Arab Republic	◆	◆	◆	
Tanganyika		◆	◆	◆
Tunisia	◆	◆	◆	
Trinidad and Tobago	◆	◆		
Turkey	◆	◆	◆	
United Arab Republic			◆	
United Kingdom	◆	◆	◆[11]	◆
United States	◆	◆	◆	◆
Vatican			◆	
Viet-Nam			◆	
Yugoslavia	◆	◆		

[1] Including Papua and New Guinea.
[2] Including Papua, New Guinea, Norfolk, and Nauru.
[3] With a statement.
[4] Including overseas possessions.
[5] Convention being applied by the Federal Republic of Germany.
[6] Including West Berlin.
[7] Including Surinam and Curacao.
[8] Including Western Samoa.
[9] Including Free City of Danzig.
[10] Including Spanish colonies.
[11] Including Singapore.

There are three Inter-American trademark conventions currently in force to which the United States and 14 Latin American countries are parties. The latest of these, known as the General Inter-American Convention for Trademark and Commercial Protection, was signed at Washington in 1929. This Convention also embodies the principle of national treatment within a member country for the trademark and trade name rights of a citizen or business enterprise of another member country. Here again, a foreign national must comply with the formal provisions of a country's national laws before he can obtain therein the benefits of this Convention. Countries party to the 1929 agreement are Colombia, Cuba, Guatemala, Haiti, Honduras, Nicaragua, Paraguay, Panama, Peru, and the United States.

The other two existing agreements are the Convention for the Protection of Commercial, Industrial, and Agricultural Trademarks and Commercial Names, signed at Santiago in 1923, and the Convention for the Protection of Trademarks signed at Buenos Aires in 1910. These latter agreements were superseded as between those countries, including the United States, which now adhere to the 1929 Convention. The 1910 and 1923 agreements still contain certain features relating to national treatment of trademark and commercial name rights and continue to remain in force between the few countries that are not members of the 1929 Convention. Countries party only to the 1910 and 1923 agreements

are Bolivia, Brazil, Dominican Republic, Ecuador, and Uruguay.

The United States has also entered into a number of bilateral agreements under which it and the other signatory Governments agree to extend each others' nationals certain rights and privileges on a reciprocal basis in the trademark field. Most of these rights are already obtainable by U.S. nationals through the aforementioned conventions.

On the other hand, many countries with which the United States has concluded bilateral arrangements in this field are not members of these multilateral arrangements. About 20 of our bilateral Treaties of Friendship, Commerce, and Navigation (FCN's) provide for national or most-favored-nation treatment with respect to trademark and trade name rights. Countries party with the United States to FCN's containing trademark provisions but not party to the aforementioned multilateral agreements are the Republic of China, Ethiopia, Korea, Thailand, Pakistan, Muscat, and Oman.

A number of basic activities are undertaken by the Department of Commerce's Bureau of International Commerce (BIC) to assist U.S. businessmen in protecting their foreign trademark interests.

Generic word program

One of the most important is the "generic word program" which concerns attempts to register as trademarks abroad words considered generic in the United States. If business enterprises abroad can obtain in their countries exclusive trademark rights to such words, or translations thereof, the likely effect is exclusion from foreign markets of U.S.-made products bearing these words in their markings except by permission of the local trademark registrants. Recent examples of such attempted registrations abroad are "moisture," "salad oil," "candy," "after shave," "drink," "crisp," and "video."

The United States Trademark Association and other private trade groups work closely with BIC in bringing to its attention instances of such attempted registrations. In these cases, our Embassies in the countries concerned are instructed to discuss the situation with appropriate local authorities, pointing out the detrimental effect such registrations could have on a significant segment of our trade with the countries involved and to ask that these trademark applications be denied. These informal Embassy approaches are not intended to replace any local statutory requirements that formal "oppositions" be filed by private parties before trademark applications can be denied. The Embassies' approaches are intended to apprise foreign Governments of the U.S. concern about potentially adverse trade effects of attempts to register as trademarks terms considered generic in the United States.

In many instances, local authorities are willing to deny an application on the basis of an Embassy approach. In others, they have insisted that a private formal opposition be filed before considering a possible denial. In such latter cases, the United States Trademark Association and other interested groups generally see to it that appropriate steps are taken to comply with these opposition formalities. Such formal oppositions are strictly private proceedings in which neither the Department of Commerce nor the Embassies participate.

Another aspect of our "generic word program" concerns the synthetic textile fiber names which the Federal Trade Commission has designated for protection as generic under the Textile Fiber Products Identification Act of March 3, 1960 (Rule 7). The Commission established these names for certain newly developed and longstanding textile fibers after appropriate discussions with interested Government and industry groups. They include such terms as "acrylic," "polyester," "acetate," "olefin," "vinal," and "vinyon," among others.

U.S. Foreign Service posts throughout the world have been instructed to inform appropriate local authorities of the generic status of these words in the United States and to urge them also to protect the terms as generic in their countries. The Posts have also been instructed to protest any local applications which might be filed to register these terms as trademarks. So far, this Government's efforts have been reasonably successful in seeing that these synthetic textile fiber names do not become the subject of exclusive trademark rights abroad.

Another important activity carried on by the Bureau of International Commerce relates to protection against foreign imitation or other unauthorized use of U.S.-owned trademarks. BIC, in cooperation with the U.S. Foreign Service, investigates and reports on cases brought to its attention of such misuse or impairment of U.S. trademark rights. In appropriate cases, the Foreign Service post in the country where the imitation or unauthorized use is believed to have originated is instructed to investigate and discuss the matter informally with the encroaching producer or exporter, as well as with appropriate Government authorities, in efforts to have the offending practice discontinued.

Although not all cases of foreign impairment of U.S. trademark rights have been completely remedied, a high rate of relief has been obtained by this Government as a result of its intervention. Firms which believe that their trademark rights are being impaired abroad should avail themselves of the advice and services of legal counsel competent in this field. They should also endeavor to secure relief, to the extent possible, through pertinent legal remedies available for such purposes in the countries concerned.

If assistance is desired through BIC complete information must be furnished, including samples of the U.S. trademarked item and the encroaching foreign version. Photographs may suffice. Copies of the American firm's U.S. and foreign trademark registrations should also be supplied. If the U.S. trademark has been litigated and upheld, a copy of the judgment is desired. All available information concerning the foreign firm involved should also be provided.

Data available

The Bureau of International Commerce can provide on request copies of the trademark laws and regulations of most foreign countries. In most instances translations are available. This material is furnished on loan and if BIC does not have a requested law, efforts are made to acquire it. Publications of a descriptive nature also are available on many countries under the title, "Patent and Trademark Regulations of (name of country)." These publications are obtainable from the Department of Commerce, Washington, D.C., 20230, or any of the 39 Commerce Field Offices, at 10 cents a copy.

A U.S. businessman developing his foreign trade program should consider every facet of his trademark situation, particularly the need for its protection abroad. The Department of Commerce is prepared to offer its assistance to the extent possible in this and other aspects of our export expansion drive. Effective policing of trademarks, however, remains primarily a proper function of management which official help can supplement but not replace.

the author

Presently an international economist with the Commerce Department, Mr. Lightman's background includes experience in the international industrial property rights, antitrust, and business practices fields with the Department of State and the Federal Trade Commission. He has a B.A. and an M.A. in economics from George Washington University.

World market report

Imports from U.S. lag in share as total imports into leading foreign markets gain

A slowing of demand in foreign countries for products from the United States relative to total demand was evident from data available through the first half of 1963. The latest worldwide marketing information summarized in the accompanying table indicates that, even for a number of countries which showed an increase in the value of goods imported from the United States, our share of imports declined.

In value terms, nearly one-half of the 40 major world markets reduced imports from this country in the most recent 12-month period for which data are available. By comparison, only about one-third of these countries curtailed total imports in the same period.

Changes in gold and foreign exchange holdings from mid-1962 to mid-1963 confirm a continued expansion of reserves for a great majority of countries abroad.

World demand quickens

In the 12-month period which ended June 30, free-world demand for foreign products was nearly 6% higher than in the corresponding period a year earlier. Imports from the United States, on the other hand, rose by less than 1½%. Following a temporary leveling off in the first 3 months of 1963, the value of free-world imports in the April-June period climbed to an estimated $140 billion, at a seasonally adjusted annual rate, or about 9% above the value for the corresponding period of last year. Imports from the United States also appeared to have grown faster in the June quarter.

Free-world imports expanded in response to rising demand both in industrial and in primary-supplying countries. Imports into most of the major developed countries in the most recent 12-month period continued to expand. Italian imports, 22% above year-ago levels, staged the most impressive advance, followed by increases of 13% for France and 10% for Belgium-Luxembourg. Much of this increase came from advances in trade between member countries of the European Economic Community. Canada and Japan were exceptions to the trend. Imports into the former were down 3% in value. Japanese imports, however, though unchanged over the year ending July have started to rise significantly, aided by renewed economic expansion.

Significant changes, up or down, were relatively few for the developing countries. The 40% rise in Spanish imports continued to reflect import liberalization and the influx of machinery and industrial equipment. Reflecting continued expansion of its economy and an improved investment climate, Australia boosted imports by 20%. The rise of Pakistan imports by a similar proportion reflected implementation of the country's development program. The decline of Argentine imports by one-fifth, linked to a recession which had started in early 1962, and of Colombian imports by one-seventh, caused by unsettled conditions, deserve mention.

Imports from U.S. mixed

There was no clear cut pattern in the trend of imports into the 40 leading foreign markets from the United States. Among the industrial countries where demand for foreign products was generally rising, fewer than half boosted their imports from the United States in the most recent 12-month period.

In Western Europe, a 17% gain in imports into the Federal Republic of Germany from this country was closely tied to deliveries of military hardware; corresponding U.S. export data that omit such shipments show only a minor rise in the movement of other goods to Germany. Several major European countries—the United Kingdom, the Netherlands, Switzerland, and Norway—reduced their imports from us.

Of special concern was the 11% decline in Japanese imports of U.S. goods, in part a reflection of the leveling off in industrial activity in that country prior to a renewed business upswing in the spring of this year. Most recently, Japanese imports from the United States have been gaining again.

Among the developing countries, only Pakistan showed a sizable increase in imports from the United States in the latest 12-month period. These imports, nearly two-thirds higher than a year earlier, consisted mainly of aid-financed iron and steel and other development goods.

Increases in imports into three other countries—Australia, United Arab Republic, and Nigeria—were considerably more moderate, ranging from 10 to 20%. The advance in Australian imports from the United States closely paralleled the advance in imports from the world. This did not hold true for the United Arab Republic and Nigeria whose imports from this country gained substantially; those from other sources lagged.

Argentina and Colombia registered the greatest relative declines in imports from the United States among the 40 countries, but they were no greater than the overall reduction in these countries' imports. Lower P.L.-480 grain shipments that tend to move erratically were responsible for a 13% drop in Yugoslav imports from this country. U.S. imports into the Philippines were adversely affected by that country's further cut in the tariff preference accorded U.S. products. Israeli imports, rising sharply in the previous 12 months, have returned to more normal levels.

Reserves abroad still climb

An expansion of gold and foreign exchange holdings abroad was indicated by the strong reserve position of many foreign countries as of June 30. Compared to a year earlier, holdings of Canada were higher by one-half and those of Norway and Israel by two-fifths. Gains ranging up to 25% were recorded for numerous other countries.

Countries whose holdings were helped by a favorable shift in the merchandise trade balance were Japan, India, Yugoslavia, Israel, and Venezuela. In the period under consideration, Venezuela reduced its imports sharply while exports changed little. The other four countries boosted their exports significantly faster than imports. France, Australia, South Africa, and Pakistan, although experiencing a distinct deterioration in their merchandise trade balance, built up reserves with the aid of capital inflows, tourist trade, gold production, or loans.

Curtailment of imports helped Argentina and Colombia to prevent further foreign exchange losses. British reserves, although down 7% from year-ago levels, have been well maintained since the beginning of this year. Recent inclusion by the International Monetary Fund of the gold tranche position of its members in their total reserves has had little effect on the relative year-to-year change in reserve figures as shown in the table, except for the United Kingdom.

Quarterly world

(Imports of the 40 world markets shown below totaled $99 billion in 1962, or 86% of all foreign

Values in millions of dollars

Country	1962 imports			1963 imports January through latest month				Import change in latest 12 months compared with preceding 12 months		Official gold and foreign exchange reserves at end of second quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1963	1962
United Kingdom	12,578	1,336	10.6	Aug.	8,830	861	9.7	+ 4	− 3	3,211	3,439
Germany, Fed. Rep.	12,391	1,760	14.2	July	7,462	1,198	16.1	+ 6	+17	7,219	6,830
France	7,523	775	10.3	Aug.	5,654	577	10.2	+13	+ 8	4,693	3,972
Canada	6,375	4,382	68.7	Aug.	4,259	2,944	69.1	− 3	− 3	2,701	1,817
Italy	6,056	881	14.5	July	4,260	578	13.6	+22	+ 8	3,521	3,467
Japan	5,636	1,809	32.1	July	3,761	1,174	31.2	−(1)	−11	2,082	1,803
Netherlands	5,347	607	11.4	June	2,871	297	10.4	+ 5	− 4	2,036	2,023
Belgium-Luxembourg	4,555	451	9.9	July	2,918	260	8.9	+10	+ 4	1,889	1,749
Sweden	3,114	316	10.2	June	1,633	174	10.7	+ 7	+ 2	791	792
Switzerland	3,022	296	9.8	July	1,881	159	8.4	+ 6	− 4	2,707	2,705
Australia	2,591	474	18.3	June	1,391	293	21.1	+22	+17	1,502	1,331
India	2,230	623	27.9	June	1,054	270	25.6	+ 2	+26	607	507
Denmark	2,123	177	8.4	July	1,218	111	9.1	+ 2	+16	321	279
Norway	1,654	118	7.2	July	1,045	76	7.3	+ 6	− 2	356	255
South Africa	1,580	261	16.5	May	789	121	15.4	+17	+ 7	724	613
Spain	1,570	311	19.8	Apr.	588	85	14.4	+39	+10	1,054	1,038
Austria	1,552	87	5.6	July	965	45	4.7	+ 9	+(1)	1,106	937
Brazil	1,475	457	31.0	June	675	226	33.5	+ 4	− 2	[2]467	505
Argentina	1,362	395	29.0	June	490	123	25.1	−20	−18	210	239
Venezuela	1,304	685	52.5	...	....	....	...	+ 9	+ 6	635	539
Finland	1,230	74	6.0	July	680	43	6.4	− 4	+ 2	305	335
Hong Kong	1,165	139	11.9	July	739	78	10.6	+11	− 2	(3)	(3)
Mexico	1,143	783	68.5	July	706	495	70.0	+ 6	+ 6	[4]445	354

market report

country imports; U.S.-supplied imports amounted to $20 billion or 87% of all imports from the U.S.*)

Country	1962 imports			1963 imports January through latest month				Import change in latest 12 months compared with preceding 12 months		Official gold and foreign exchange reserves at end of second quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1963	1962
Algeria	[5]1,025	[5]37	[5]3.6	Mar.[6]	228	12	5.1	−16	+74	([3])	([3])
Yugoslavia	888	183	20.6	July	619	146	23.6	+ 2	−13	105	83
Malaya, Fed.	800	47	5.8	July	500	27	5.3	+ 8	− 6	908	860
Indonesia	[5]794	[5]136	[5]17.2	June[6]	336	56	16.7	+ 5	+21	[7]135	118
New Zealand	763	67	8.8	June	416	38	9.2	+ 3	+ 8	237	186
U.A.R. (Egypt)	757	190	25.1	Mar.	176	46	25.8	+ 4	+16	222	214
Pakistan	738	280	38.0	June	406	169	41.7	+23	+63	437	380
Philippines	701	303	43.2	June	317	140	44.4	− 2	−10	88	81
Greece	701	67	9.6	June	351	34	9.8	− 3	− 2	300	290
Iran	[5]686	[5]110	[5]16.0	Sept.[6]	412	77	18.7	[8]−10	[8]−20	246	222
Israel	628	208	31.8	June	323	87	27.0	+ 3	− 6	546	394
Turkey	622	181	29.1	June	318	81	25.6	+15	− 2	215	227
Nigeria	568	42	7.4	Mar.	134	11	8.0	− 5	+13	([3])	([3])
Thailand	549	93	16.9	May	240	35	14.7	+ 4	+ 2	[4]553	517
Colombia	540	283	52.4	June	223	114	51.2	−14	−16	109	154
Peru	538	213	39.6	May	233	86	36.9	+ 8	− 6	111	9
Chile	518	200	38.6	June	288	106	36.7	+ 5	− 4	75	68

Note: In order to present comparable statistics for all countries, import data have been adjusted from f.o.b. to c.i.f. for the following: Australia, Canada, New Zealand, Philippines, Republic of South Africa, and Venezuela. Reserves include the gold tranche positions of those countries which are members of the International Monetary Fund.

[1] Less than 0.5 percent.
[2] End of third quarter 1962.
[3] Not available.
[4] End of first quarter 1963.
[5] Data are for 1961.
[6] Data are for 1962.
[7] End of fourth quarter 1962.
[8] Period ending March 1962 compared with preceding 12 months.
* Percentage share calculated from U.S. export data, excluding special category exports.

Source: Official trade statistics of listed countries.
International Monetary Fund, International Financial Statistics.

White House releases 'Public List' of tariff items

Domestic procedures in preparation for the forthcoming Kennedy-Round of Trade Negotiations were initiated October 21 with the release by the White House of the "Public List," the list of tariff items which the United States will consider for tariff concessions in the multi-nation conference under the General Agreement on Tariffs and Trade scheduled to begin May 4, 1964. It was also announced that hearings by the Tariff Commission on the Public List and hearings by the Trade Information Committee on any aspect of the trade negotiation will begin on December 2.

Public List

As required by the Trade Expansion Act of 1962, the President has made public and sent to the Tariff Commission the list of articles to be considered for possible tariff concessions, either reductions or binding of the duty status against increase. For the coming GATT negotiations, the President has listed the entire Tariff Schedules of the United States (TSUS) for consideration, except for those items which are statutorily reserved from negotiations. This comprehensive public list indicates the President's desire to expand world trade, and United States exports in particular, through widespread and meaningful reductions in tariffs and other trade barriers.

Other major trading countries which plan to participate in the Kennedy-Round do not have similar legal procedures for making public the list of articles they will consider for tariff concessions. Thus, they do not publish in advance those articles which they might withhold from consideration prior to the actual negotiations. It is hoped, however, that the leadership displayed by the U.S. in considering every possible tariff item for negotiation will encourage other major trading countries to approach the negotiations in the same spirit.

Thus, all legally available articles are listed for consideration of reductions of up to 50% of duties existing on July 19, 1962, the basic authority of the Trade Expansion Act. Also listed are items which are considered to be eligible for the special authorities permitting elimination of rate of duties.

There is special authority to reduce to zero the duty on articles which have an ad valorem rate or have an ad valorem equivalent of 5% or less. The items presently determined as eligible under this authority are listed. In addition, there are three special authorities for dealing with the European Economic Community which also permit the elimination of rates of duty. The first of these listed in the Public List are articles contained in the Department of Agriculture "Agricultural Handbook No. 143," as translated to item numbers of the currently applied Tariff Schedules of the United States (TSUS).

Strict statutory requirements make it unlikely that very many of these items will in fact qualify for elimination of duty. Tariffs can be eliminated in a trade agreement with the EEC but only if the President determines that the agreement will tend to assure the maintenance or expansion of U.S. exports of the like agricultural commodity. A second list under the special authorities refers to tropical agricultural and forestry products which are not produced in significant quantities in this country. As in the case of the "Agricultural Handbook" articles, authority to eliminate duties is dependent upon parallel EEC action. There is no reference in the present list to articles which might be eligible for duty elimination under a third special authority, respecting articles in categories of goods for which the U.S. and the EEC together account for 80% of free world exports. Consideration of such items, now very limited by the failure of the United Kingdom to become a member of the EEC, might be added in a supplemental notice.

The exceptions from the President's authority to reduce duties include the so-called "escape clause" articles, commodities upon which rates of duty have been increased, or other import restriction imposed, on the basis of a determination by the Tariff Commission that a United States industry was being injured by increased imports of competing commodities. Included in this category at present are carpets, glass, lead and zinc, watch movements, stainless steel table flatware, clinical thermometers, safety pins, and cotton typewriter-ribbon cloth.

The statutory reservation also includes articles as to which the President has taken action to prevent imports that would threaten to impair the national security. One group of products—petroleum and certain derivatives—has been reserved from the present list for this reason. In addition, certain other items on which the Tariff Commission recommended escape-clause action, but for which no action was in effect on October 11, 1962, will be reserved if the Tariff Commission finds that there has been no substantial improvement in the industry's condition. The Tariff Commission notice of hearings includes a list of items falling into this category.

It is estimated that the exceptions from the articles to be considered for tariff concessions account for less than 15% of the value of U.S. imports, attributable mostly to the value of imports of petroleum and certain derivatives.

Every party which may be affected by the broad public list of articles to be considered for possible tariff concessions will have an opportunity to present their case for or against future tariff reductions. In this regard, the public list serves as the basis of the Tariff Commission investigation, including public hearings, as required in Section 221 of the Trade Expansion Act of 1962.

When the public list was announced the Tariff Commission gave notice of an Investigation and Hearings (Trade Ex-

Public List based on new tariff schedules

Items appearing in the Public List are identified by reference to the Tariff Schedules of the United States (TSUS). The TSUS is a revised compilation of all United States tariffs put into effect on August 31, 1963. Each item number designates a product or related group of products dutiable at the same rate.

Items are grouped in eight "Schedules" each containing a broad class of products. The TSUS was published in the Federal Register, in the August 17, 1963 edition (Volume 28, page 8599, as corrected, page 9131). The TSUS has also been published by the Government Printing Office, and in addition, is available for inspection at any field office of the Bureau of Customs or the Department of Commerce.

As an aid to preparation for the hearings by the Tariff Commission and the Trade Information Committee, statistics of the United States imports on a world-wide basis, according to TSUS items, will be available shortly from the Government Printing Office. This will be a Bureau of the Census publication entitled "United States Imports of Merchandise for Consumption: TSUS Schedules by Part by Item, 1961." A breakdown of United States imports by country will be published later in the year.

pansion Act—221(b)-(1)), for the purpose of obtaining information for use in the report to the President. As required by the Trade Expansion Act, the Tariff Commission must advise the President of its judgment of the probable economic effect of modification of duties or other import restrictions on industries producing like or directly competitive articles.

The Tariff Commission hearings will afford ample opportunity for all interested parties to present views as to the effects of modification in rates of duty on articles listed by the President. The results of the investigation by the Tariff Commission, including summaries of the hearings and the report of the Tariff Commission, will be sent to the President through the Office of the Special Representative for Trade Negotiations.

Committee hearings

In addition to the Tariff Commission hearings, the President is required to afford interested parties an opportunity to present their views with respect to the public list and all other matters in connection with the proposed trade agreement.

The Trade Information Committee is the agency which has been designated by the President, through the Special Representative for Trade Negotiations, to hold such hearings. The Trade Information Committee is an interagency committee chaired by a representative of the Office of the Special Representative for Trade Negotiations. In addition, representatives of the Departments of Commerce, State, Agriculture, Treasury, Labor, Interior, and Defense serve on the Committee. The Trade Information Committee is the successor agency to the Committee for Reciprocity Information which in the past held public hearings on trade agreement matters.

Inasmuch as the Tariff Commission will hear the views of interested parties respecting the possible effects of reduction in U.S. tariff rates, it is hoped that representatives of industry, agriculture and labor will present to the Trade Information Committee the facts and views concerning the reduction in foreign tariff and non-tariff barriers that will be most helpful to the United States economy. This information concerning foreign restrictions will be valuable in determining the specific negotiating goals of the U.S.

The Trade Information Committee will also hear views on the effect of lower U.S. duties on domestic producers. However, oral testimony and written briefs presented to the Tariff Commission will be made available to the Trade Information Committee. The summaries of the hearings by the Trade Information Committee will be made available to the President through the Office of the Special Representative for Trade Negotiations.

Through the emphasis on the role of the Trade Information Committee as a channel through which business can make its views known and felt in preparation for the negotiations, it is hoped that U.S. negotiators will be as well prepared as possible. This will depend on the extent to which business responds to its opportunity of presenting its views.

In addition to the Trade Information Committee and other interagency committees, the various departments will continue to welcome the views of industry, and indeed the Department of Commerce urges that industry continue to present its views whenever possible.

	Tariff Commission	Trade Information Committee
Who:	Any interested person.	Any interested person.
When:	Hearings on Schedules 1 and 2 of the Tariff Schedules of the U.S. (1963) will begin on December 2, 1963. The opening date for hearings on the remaining Schedules 3 through 8 and any other matters will be announced in the Federal Register on Tuesday, Dec. 10, 1963. Hearings on Schedules 3 through 8 are not expected to begin until after Dec. 31, 1963.	Hearings relating to articles included in Schedules 1 and 2 of the Tariff Schedules of the U.S. will begin on December 2, 1963. The opening date for hearings concerning articles in Schedules 3 through 8 and any other matters will be announced in the Federal Register on Tuesday, Dec. 10, 1963. Hearings on Schedules 3 through 8 are not expected to begin until after Dec. 31, 1963.
Where:	Hearings will be held in the Hearing Room, Tariff Commission Building, 8th and E Sts., N.W., Washington, D.C. Hearings will commence at 10:00 a.m. Office hours: 8:45 a.m. to 5:15 p.m.	Hearings held before January 1, 1964, will be in Room 105, 722 Jackson Place, N.W., Washington, D.C. Hearings held after January 1, 1964, will be in Conference Room B of the Labor Department, 14th and Constitution Ave., N.W. Hearings will be held from 1:30 p.m. to 4:30 p.m. Monday through Friday.
How:	Submission of requests to appear must be filed in writing on or before Nov. 20, 1963. Briefs should be filed as soon as possible. All communications should be addressed to the Secretary, U.S. Tariff Commission. Confidential information should be submitted on separate sheets marked "Business Confidential."	Deadline for the submission of requests to appear, is Nov. 20, 1963. Each party presenting oral testimony must file a brief. All briefs must be filed within the time specified: (1) written briefs concerning Schedule 1 must be filed by Nov. 25, 1963; briefs concerning Schedule 2 must be filed by Dec. 2, 1963. Briefs on other Schedules of TSUS must be filed 15 calendar days before the date on which hearings concerning that Schedule are to begin. Briefs and testimony presented the Tariff Commission will be made available to the Trade Information Committee, and the same material need not be submitted to the TIC. All communications should be addressed to the Executive Secretary, Trade Information Committee.
What:	Industry and economic data as specified in the Trade Expansion Act of 1962, Section 221. Copies of the Public Notice of Investigations and Hearings by the Tariff Commission and a copy of the Tariff Commission Rules of Practice and Procedures can be obtained by writing the Secretary, U.S. Tariff Commission, 8th and E Streets N.W., Washington, D.C. For a description of the dates and requirements for submission of requests to appear see above.	Industry and economic data as specified in the Trade Expansion Act of 1962, Section 223, and in the guidelines prepared by the TIC and published in the Federal Register. Copies of the Trade Information Committee Docket No. 63-2, the "Notice of the Public Hearing Relating to Articles to be Considered for Trade Agreement Negotiation" and copies of the President's "Notice of Proposed Trade Agreement Negotiations and Articles to be Considered for Negotiations" may be consulted in Field Offices of the Department of Commerce, or from the Department, or from the Executive Secretary, TIC.

95 million consumers

European Free Trade Association offers a challenging market to U.S. business

By CHARLES HAMMOND

Bureau of International Commerce, OIRE

The European Free Trade Association (EFTA), often overshadowed by the European Economic Community (EEC), nonetheless continues progress in establishing a free trade area and furthering measures of economic cooperation. This expanding market of 95 million consumers, with a combined 1961 GNP of $121 billion (including Finland) offers a challenging market for U.S. exporters.

CHARLES HAMMOND

The economic growth rate among the member countries varied from 4% to just over 8% in 1960 and from 4.6% to 6% in 1961, with the important exception of the United Kingdom, where it was just over 2% in 1961.

EFTA imports accounted for approximately 19% of the world total in 1962 and it supplied over 16% of total world exports. EFTA provides an important outlet for U.S. goods, taking $2.4 billion in 1962, or about 10% of U.S. total exports.

This favorable picture for U.S. exports, however, is partly clouded by the fact that lower tariffs and economic cooperation measures give advantages to traders within the EFTA area. In addition, stiffening competition is increasingly being felt from producers in the geographically closer six-nation Common Market.

Internal tariff reductions

On the basis of the brief history of both the EEC and EFTA, there is good reason to expect that while their total markets will expand through the benefits of economic integration, producers within the two areas will reap greater rewards than those outside. For example, in the short experience of the Common Market (1958-1962) there has been an increase in intra-EEC trade of 100%. During the same time, imports from third countries also expanded, but by only 36%. Similarly, within the even shorter life of EFTA, total imports expanded by about 7% (1960-1962) but intra-trade went up by 16%.

U.S. exporters can expect ever keener competition from producers and exporters within the EFTA area as internal tariffs on industrial products are progressively dismantled. With the May 1963 EFTA Ministerial decision to accelerate tariff reductions, internal tariffs and quantitative import restrictions on all industrial items should be completely abolished by the end of 1966. At that time, United Kingdom products, for example, will be able to enter any of the EFTA member countries with no tariffs charged on industrial items while those from the U.S. will be subject to the individual country's import charges.

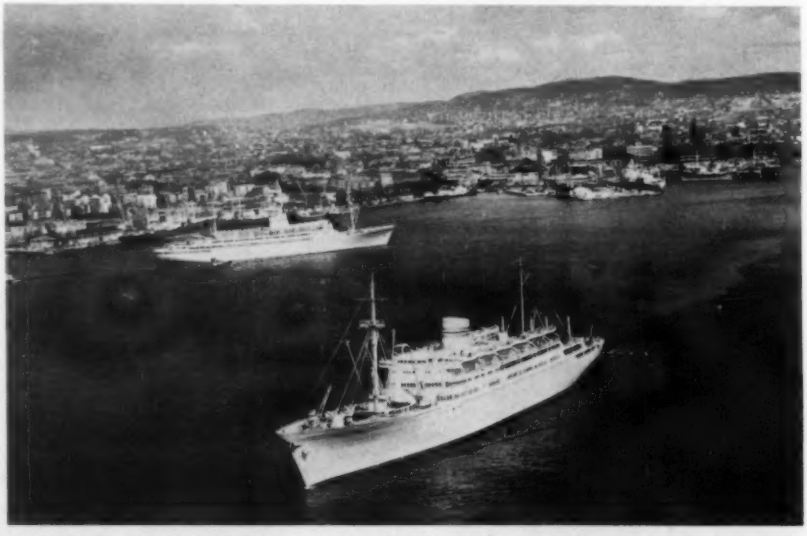
EFTA enters third year

EFTA, composed of the United Kingdom, Sweden, Norway, Austria, Denmark, Switzerland, and Portugal (Finland became an associate member in 1961), came into being in May 1960 over a year after the Common Market began operations. Since then, it has proceeded in tariff dismantlement at an even faster pace than the EEC, reaching a 50% reduction in the industrial sector in December 1962 or in less than 3 years of operation.

the author

Mr. Hammond was born in Canton, Illinois, and has a Ph.D. in Economics from the University of Illinois. Since 1960 he has been serving as an economist on the European Regional Affairs staff in the Bureau of International Commerce. Prior to this he served as a lecturer in Economics in the Overseas Branch of the University of Maryland, and as an assistant professor of Economics at Muskingum College.

Originally established after 17 western European countries failed to reach agreement on the establishment of a European free trade area, EFTA was set up as a free trade association rather than as a customs and economic union as in the case of the EEC. Under the Stockholm Convention—its "Constitution"—EFTA is committed to abolish tariffs on internal trade in industrial products. At the same time, unlike the EEC where a common external tariff is being established, each of the EFTA members maintains its own external tariffs on imports from non-EFTA countries. Guiding principles of EFTA are designed not only to improve living standards in the member countries, but also look toward facili-



OSLO HARBOR: Typical of EFTA international markets is the city of Oslo, Norway, shown here from the harbor, with the Norweigian American Line's ships "Oslo Fjord" and "Bergens Fjord" in the foreground.

tating the creation of a free market among all Western European countries and the avoidance of a split of Western Europe into two tariff blocs.

Thus, the schedule of EFTA internal tariff cuts has corresponded roughly with those taken in the EEC. Last July, when internal tariffs on intra-EEC trade in industrial products had been reduced by 60%, those in EFTA were down by 50% with a further tariff cut of 10% scheduled for the end of the year.

The breakdown in the U.K.-EEC negotiations in January set back, at least temporarily, the EFTA goal of achieving an accommodation with the EEC. As a result, the following new measures were adopted at the EFTA Council of Ministers in May aimed at moving closer to the goal of reaching an eventual solution with the EEC.

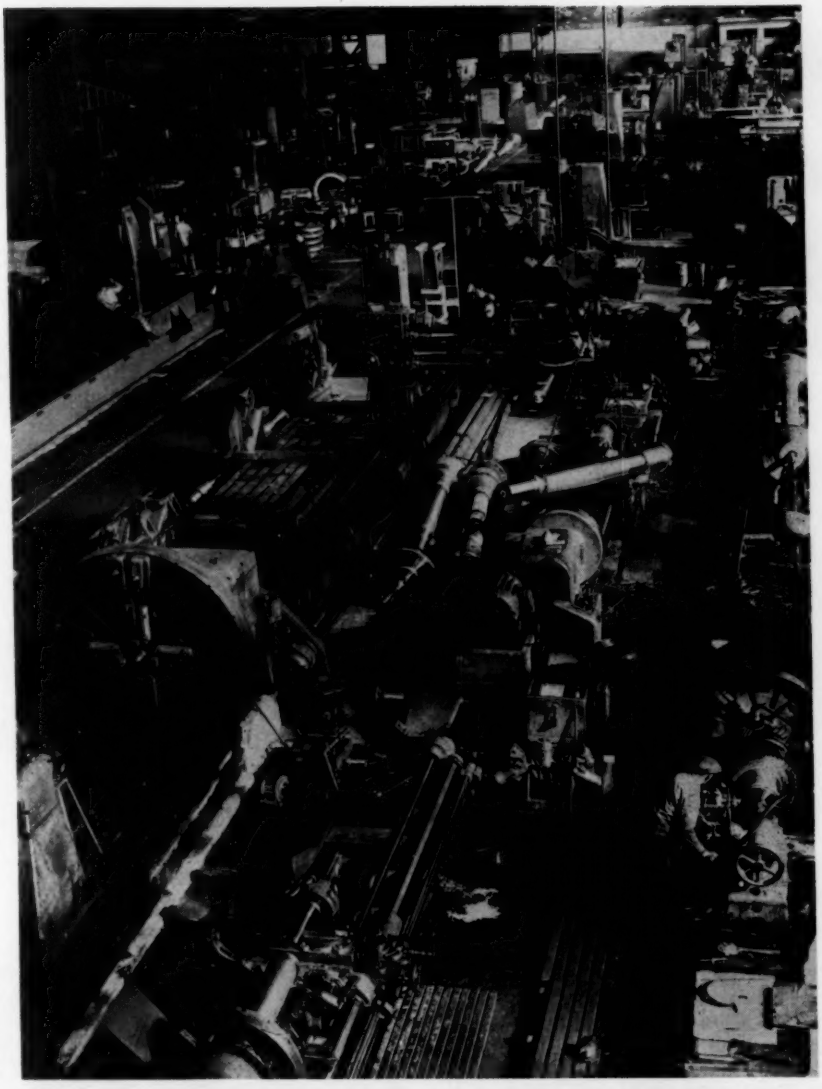
The timetable for eliminating EFTA's internal tariffs was again accelerated in order to fit in with the earlier EEC Commission proposal for a speed-up in EEC tariff reductions to reach free internal trade by 1967. Free movement of industrial goods among the EFTA members is now to be achieved by December 31, 1966 with 10% cuts coming at the end of '63, '64, '65 and a final 20% cut at the end of 1966. Finland will be allowed an additional year to abolish all tariffs to other EFTA members.

At the May meeting, the EFTA Ministers introduced several new programs to continue to expand the scope of cooperation.

Agricultural trade

Special attention was given to member countries heavily dependent on agricultural trade. An Agricultural Review Committee was set up to examine annually trade in agricultural goods and to report to the Council on measures to facilitate trade in order to assure reasonable reciprocity to states whose economies are closely linked to the agricultural sector.

A number of agricultural products were added to the area of EFTA tariff reductions to promote agricultural exports from member countries such as Denmark and Portugal. Products included are fresh garlic, figs, almonds, prepared and preserved olives and olive oils. These had formerly been excluded from the tariff reductions as falling within the agricultural sector and, therefore, outside the EFTA Convention's measures on tariff reductions. In addition, the U.K. consented to the suspension of duties on Danish butter, and Denmark, Norway, Sweden and Switzerland, in bilateral negotiations with Portugal, agreed to buy more Portugese wine.



AUSTRIAN MILL SCENE: The United Austrian Iron and Steel Works at Linz produces a variety of highly specialized products and is the largest single industrial unit in Austria producing machinery.

Because of unique features in their economies, Norway and Austria received special attention at the Ministerial meeting. Norway was allowed a slower rate of duty decrease on a few products manufactured by small domestic industries. The UK also agreed to speed up duty reductions on a number of fish products vital to Norwegian industry.

The EFTA Ministers recognized the close economic relation of Austria with the Common Market and the desire of Austria to continue to seek association with the EEC. The EFTA Council stated that the Austrian Government would receive sympathetic consideration should she enter negotiations for association with the Common Market.

EFTA's trade pattern

EFTA occupies a dominant position in world trade, accounting for $24.6 billion or 19% of total world imports in 1962 and supplying $20.4 billion or slightly over 16 percent of total world exports. Furthermore, its growth in foreign trade since 1960 has kept pace with the expansion in world trade.

Due to the U.K.'s preponderant position, EFTA foreign trade is unevenly distributed among member countries. In 1962, the U.K. accounted for half of the

total, Sweden and Switzerland followed, each accounting for about 12%, Denmark was next with 8%, followed by Austria, Norway, and Portugal.

A different country pattern emerges if the EFTA members are listed in terms of their growth rate in world trade since 1960. In this case, the U.K. comes at the end of the list showing a 1.4% decrease in imports and a 7.4% increase in exports (1962 over 1960), while the corresponding figures for EFTA as a whole were 7% and 10%. Switzerland ranks first in terms of the greatest increase in both imports (34%) and exports (17.6%). All of the other countries had increases above the EFTA averages.

Changes have occurred in the relative standing among EFTA's chief customers and suppliers. The position of the United States has deteriorated while intra-EFTA trade and trade with the EEC have gained in importance.

More trade with EEC

During the two-year period 1960-1962, the EEC retained and consolidated its place as EFTA's chief trading partner. EFTA imports from the EEC expanded by 16% during this period and the EEC share in total EFTA imports increased from 28 to 32%. Each of the EFTA countries bought more EEC goods, varying from an increase of 3% in Portugal to 39% in Switzerland. Of the EFTA members, the trade of Austria is most closely linked with the EEC as half of her imports and exports are directed to that area.

Intra-EFTA trade expands

Intra-EFTA imports expanded at a slightly faster pace, 16.3%, than those from the EEC between 1960 and 1962. Switzerland had the highest growth (39%) in imports from area members.

Each of the EFTA members increased its exports to fellow member countries from 4.5% for Norway, 20% each for the U.K. and Switzerland, to 37% for Austria.

Intra-trade is most important for the Scandinavian countries since about a third of their total imports and exports are carried on with other EFTA countries; Portugal occupies an intermediate position; the U.K., Switzerland and Austria carry on slightly over 10% of their total trade with area members.

Imports from U.S. fall

In contrast with the above trade expansion, EFTA imports from the U.S. decreased in the 1960-1962 period by 10%. The U.S. share in total EFTA imports fell from 11.4 to 9.6%. Since the U.K. is the largest single buyer in EFTA of U.S. goods with 56% of the 1962 total, the sharp decline (16%) in U.K. imports from the U.S. greatly affected the total. Only Portugal and Switzerland registered increases in imports from the U.S. in 1962 over 1960 with Portugal showing an increase of 29% and Switzerland 15%. Each of the other EFTA members showed decreased imports from the U.S., ranging from 3% in Norway to 16% in the U.K. and Austria.

EFTA exports growing

Total EFTA exports increased by 10% in the 2 years 1960-1962. Exports to the EEC and the intra-trade expanded at a faster pace, 24 and 16% respectively.

The EEC remained EFTA's best customer, taking 27% of total exports in 1962, an increase from the 24% recorded in 1960. All of the EFTA members shared in this expanding EEC market.

EFTA exports to the U.S. increased by 7% in 1962 over 1960, but the U.S. share of total exports remained virtually the same, at about 8%. Exports to the U.S. from both Sweden and Austria fell, but expanded considerably for Norway (75%) and Portugal (32%).

Commodity pattern

A commodity breakdown of EFTA trade highlights groups where EFTA imports are growing rapidly and where the greatest potential may exist for expanded U.S. exports.

Table I illustrates this commodity breakdown in three SITC sections. The sections selected are industrial ones in which the intra-EFTA duties are being abolished. It is in trade in these groups that U.S. exporters will continue to face increasing competition from producers in the EFTA countries.

The period compared is the first half of the years 1960-1962, excluding trade of Finland. As EFTA began operations in May 1960 and the first intra-duty reductions were in July 1960, the trade statistics for the first half year of 1960 reflect trade without the effects of any intra-EFTA duty decreases. Intra EFTA trade in the first half of 1961 was moving under tariffs reduced by 20%; in the first half of 1962 intra-trade moved at reductions of 40% in five of the seven countries and at 30% in Austria and Norway.

The three industrial categories shown in the table accounted for half of EFTA total imports in 1962, 75% of imports from the EEC, 67% of EFTA intra-trade, and 57% of imports from the U.S.

As shown, the U.S. share lagged in the most rapidly expanding section, machinery and transport equipment, and actually declined in the other two categories, chemicals and other manufactured goods.

In contrast, EFTA imports from member countries increased rapidly, far faster than imports from the world as a whole. This was to be expected in view of internal tariff decreases and other measures of economic coordination.

These reasons, however, cannot account for the very rapid expansion in

Table I.—EFTA Imports of Selected Commodity Groups, 1960-1962

(Thousands of dollars)

Imports From (cif)	Period Jan-June	SECTIONS 5 Chemicals Value	5 Chemicals % Change from 1960 1st Half	7 Mach. & Trans. Equip. Value	7 Mach. & Trans. Equip. % Change from 1st Half of 1960	6 & 8 Other Mfg'd.Goods Value	6 & 8 Other Mfg'd.Goods % Change from 1st Half of 1960
World	1960	658		1,813		2,779	
	1961	693		2,120		2,892	
	1962	710	+ 7.9	2,291	+26.4	2,935	+ 5.6
United States	1960	118		309		259	
	1961	120		347		239	
	1962	116	− 2.3	354	+14.6	212	−17.9
EEC	1960	323		962		1,115	
	1961	341		1,108		1,200	
	1962	352	+ 9.0	1,226	+27.4	1,232	+10.5
EFTA	1960	129		448		536	
	1961	140		555		612.4	
	1962	152	+17.5	592	+32.0	642	+19.7

Source: OECD Statistical Bulletin, Series B

Table II.—Changes in EFTA's Imports, Selected Industrial Commodities, 1960-1962

(Thousands of Dollars)

SITC Division and Description	Period Jan-June	EFTA IMPORTS: WORLD Value	WORLD % Change from 1st Half 1960	U.S. Value	U.S. % Change from 1st Half 1960	EEC Value	EEC % Change from 1st Half 1960	EFTA Value	EFTA % Change from 1st Half 1960
58 Plastic Materials re-generated cellulose and artificial resins	1960	121		34.5		58		22	
	1961	129		32		64		26	
	1962	140	+15.2	33.6	− 2.6	72	+24.8	28.5	+29.5
65 Textile yarn, fabrics, made up articles and related products	1960	473		20.8		222		94	
	1961	536		23		224		104	
	1962	538	+37.4	21	+ 0.9	252	+13.7	118.6	+26.3
71 Non-electrical machinery	1960	796		166		383		201	
	1961	985		224		473		239	
	1962	1,090	+37.0	208.7	+25.2	540	+41.0	279	+38.7
72 Electrical machinery, apparatus & appliances	1960	295		46		174		59	
	1961	382		58		222		78	
	1962	418	+42.0	66	+42.8	234	+34.8	90	+52.6
73 Transport Equipment	1960	722		96		404.7		188	
	1961	754		65		413		238	
	1962	782	+ 8.3	79	−17.5	451	+11.5	223	+19.0
84 Clothing	1960	131		8.3		56.8		21.1	
	1961	153		8.1		69		27	
	1962	175	+33.6	7.6	− 8.4	78	+37.3	31.8	+50.7
86 Professional, scientific and controlling instruments photo & optical goods, watches and clocks	1960	128		21.8		67		29	
	1961	162		28		84.8		35	
	1962	174	+35.4	28.3	+29.8	86.7	+29.2	41.4	+42.2

Source: OECD Statistical Bulletin, Series B

imports from EEC countries, which were subject to the same tariff rates as imports from the U.S. EFTA imports from the EEC in each of these three categories increased significantly and at a more rapid rate than total imports.

A more detailed breakdown of those industrial groups in which EFTA imports expanded further highlights the position of the imports from the U.S. vs. those from the EEC and from EFTA member countries. Table II lists 7 SITC divisions of manufactured goods. The time periods compared are the same as those for Table I.

In each of these 7 divisions imports increased at a more rapid rate than total EFTA imports and in 5 of the 7 the increase was more than 30%. Both EEC and EFTA members shared in this increase. The EFTA countries expanded their own share in 6 out of 7 of these growing markets and the EEC increased its share in 4 of the 7.

For the U.S. the picture is much different. In three of the divisions, imports from the U.S. actually decreased, in transport equipment by 17.5%, in clothing by 8.4%, and in plastic materials by 2.6%. In three others, textile yarns, non-electric machinery, and professional and scientific equipment, imports from the U.S. increased, especially in the case of the latter two, but were still below the rate of increase of imports from the world as a whole. In the field of professional and scientific equipment, imports from the U.S. increased by nearly 30%. This was just slightly more rapid than those from the EEC but still below the 42% expansion in intra-trade. Non-electrical machinery was the other division of increased imports from the U.S. In this case, however, imports from the EEC expanded by 41% vs. 25% from the U.S. In both the above-mentioned divisions, the EEC also holds a dominant supplier position, accounting for half of EFTA imports in each of the categories.

For electrical machinery, the last of the 7 divisions studied, imports from the U.S. increased by nearly 43%, slightly faster than from the world as a whole. Even in this category the EEC supplies over half of the market vs. the 13% share of the U.S.

Implications for U.S. trade

Although only a relatively short time has passed since the origin of EFTA in May 1960 and an even shorter period has elapsed for intra-duty reductions to affect trade patterns, a number of implications become apparent for U.S. trade interests.

First of all, intra-EFTA duty reductions have promoted intra-trade. There has been a close relationship between internal tariff reductions and the expansion of this trade, just as in the case of the EEC where intra-trade expanded by 100% from 1958-1962.

Increased EFTA markets have not so far benefited U.S. exporters as a group. In contrast to the experience of the EEC where the trade expansion also increased imports from the U.S., the same has not been the case for EFTA. Over-all, EFTA imports from the U.S. actually decreased by 10% (1960-1962), but increased from the EEC and at a more rapid rate than from the world as a whole.

Another significant point is the dominant position that the U.K. plays in EFTA trade. Any analysis of EFTA must pay particular attention to the U.K., which acounts for half of total EFTA imports. Since 1960 the U.K. has lagged behind the rest of EFTA in economic growth and import expansion. Therefore, the sharp decline (15%) in U.K. imports from the U.S. greatly affects the

total pattern of EFTA imports from the U.S. During the same period, however, the U.K. imports from the EEC rose by 7%.

Thirdly, EFTA is both far more limited in its aims for economic integration than the EEC and EFTA member countries, economically and geographically speaking, are a much less homogeneous group than the EEC countries. Because of these elements, there has been less impetus for industrial rationalization in preparation for a completely integrated market: consequently, both the economic growth rate and import demand in EFTA have been less than in the EEC.

The EEC development as a major competitor for the EFTA market is a further factor of significance for U.S. trade interests. While the EEC countries have traditionally held a prominent position in trade with the EFTA countries, since 1960 they have not only consolidated this position but have expanded it.

The EEC has an advantage in being closer than the U.S. to the EFTA market and thus incurs lower transport costs in exports to EFTA. EEC producers are better acquainted with western European tastes and styles. For example, in the field of clothing, which is an expanding EFTA market, total EFTA imports increased 34% in the first half of 1962 over the same period in 1960 while those from the EEC went up by 37% and intra-EFTA trade in clothing rose by 50%. Clothing imports decreased by 8%.

The impetus afforded by EEC integration and the anticipations of a wider internal market free of trade restrictions has encouraged EEC producers to direct their energies and efforts towards capturing this market. In this process they have also become more formidable opponents in third markets such as in EFTA.

W. J. McNeil elected head of steamship committee

W. J. McNeil, President of the Grace Line, has been elected Chairman of the Committee of American Steamship Lines. CASL is comprised of the 15 American-flag lines holding operating differential subsidy contracts with the Government, and owning 300 ships serving 450 major ports on the world's essential trade routes.

Mr. McNeil served as a Rear Admiral in the Naval Supply Corps during World War II. He serves Grace Line both as President and Director; is a Director of W. R. Grace & Co., President of Gulf & South American Steamship Co.; a Director of Fairchild Stratos Corporation; and a member of the Board of the American Merchant Marine Institute.

Over 2,000 business, government leaders to discuss future of U.S. in world trade

Watson, Hodges, Herter head list of speakers at three-day meeting in New York next month; several foreign countries to be represented

More than 2,000 business and government leaders will meet for 3 days in New York next month to help chart the future course for the United States in world markets.

The occasion will be the 50th National Foreign Trade Convention Nov. 18-20. The list of speakers will include the following:

Arthur K. Watson, president of IBM World Trade Corp. and chairman of the national convention committee, who will deliver the keynote address Nov. 18.

Secretary of Commerce Luther H. Hodges, who will follow the keynote speech with a talk on the export expansion program.

Christian A. Herter, the President's Special Representative for Trade Negotiations, who will address the World Trade Dinner Nov. 20.

Foreign government spokesmen at the convention will include Canadian Minister of Trade and Commerce Mitchell Sharp, U.K. Lord Privy Seal Edward Heath, and Ambassadors Baron Louis Scheyven of Belgium, Ryuji Takeuchi of Japan and S. Edward Peal of Liberia.

A Latin American Forum which will be devoted to current policies and developments in that area will be addressed by the following men:

John C. Duncan, executive vice president of South American group, W. R. Grace & Co.; Ignacio Copete-Lizarralde, manager, financial administrative department, Inter-American Development Bank; Manuel Noriega-Morales, member, committee of Nine, Alliance for Progress; and Reuben Sternfeld, deputy assistant administrator, Office of Programs & Planning in the Bureau for Latin America, Agency for International Development.

An international marketing session will deal with the importance of marketing in its broadest sense, the role of the international executive, the importance of the U.S. export expansion program and achievements of overseas operations. Robert M. Norris, National Foreign Trade Council president, will preside.

Other activities of the 3-day affair will include an international finance session, a foreign investment session, a discussion of overseas compensation policies at the industrial relations session, an education session which will emphasize the growing importance of education at all levels concerning world trade and international affairs. Also scheduled is an economics roundtable, to feature an analysis of the U.S. balance of payments situation.

Need earlier training

The Council said last week that greater emphasis on international affairs in American education will be needed to train future business leaders.

"The rapidly expanding world trade opportunities for American business point up the vital need for early training and education to develop truly internationally oriented executives," said Norris, in announcing program details for the education session of the Convention.

The education session will be held at 8 p.m. Nov. 18, at the Waldorf-Astoria hotel. "Under the able direction of Mr. Julian Street, Jr. of the United States Steel Corp., who will serve as chairman of this session for the seventh consecutive year, emphasis will be placed upon an appraisal of our past and current training in world trade and international affairs and more particularly point up the tremendous task which lies ahead in this field," Norris said.

W. Randolph Burgess, chairman of the Atlantic Treaty Association and former U.S. Ambassador to NATO, will deliver the main address on the role of education in international relations and business abroad.

Other speakers

Other speakers will be Sanford S. Marlowe, director, Office of Private Cooperation, U.S. Information Agency; William E. Moran, Jr., Dean of the School of Foreign Service, Georgetown University; Mansfield D. Sprague, president, Tools for Freedom and vice president, American Machine & Foundry Co. and Ellsworth Tompkins, executive secretary, National Association of Secondary-School Principals.

"The matter of education, as that term is used in its broadest sense, is indeed most timely in these days of increasing complexity for the conduct of world trade and international affairs," Norris said.

Harsh winter cooled EEC growth; imports from U.S. 9% above '62

Consumer sales remain chief stimulus to economic growth; exports droop; imports spurt; intra-group trade curtailed

The economic growth rate of the European Economic Community (EEC) for 1963 seems likely to be closer to 4% than the previously predicted 4.5%, according to the EEC Commission's second quarterly survey of *The Economic Situation in the Community*.

The exceptionally severe winter of 1962-63, which tied up construction activity and transportation, and limited agricultural output, operated as a main factor in restraining Community economic expansion during the first few months of 1963. As a result, the EEC's industrial production fell more heavily than usual for the time of the year. According to the seasonally adjusted index of the Statistical Office for the European Communities industrial production fell by about 3% (excluding construction, foodstuffs, beverages and tobacco). On a year-to-year basis, the industrial production growth rate was only 2% in the first quarter, after having been about 6% in 4th quarter 1962. The usual March seasonal upturn was also held back because of the French coal miners' strike.

Varied effects

The cold weather affected the individual industrial sectors in different ways. Iron and steel output fell slightly as internal and external demand continued weak; production in the investment goods industries expanded very little as demand remained sluggish. The winter freeze quite naturally had a particularly sharp impact on the building sector. Production was greatly held up in the Federal Republic of Germany and the Netherlands and was even down to half of that recorded at the beginning of 1962. For the Community as a whole, the number of dwellings completed in the first quarter was about 20% less than a year earlier.

By contrast, production in the textile and clothing industry showed a more pronounced recovery. Coal production tended to rise again for the first time since 1958, although output in France suffered a setback through a miners' strike in March. Automobile production, while up by 16% over the first quarter of 1962, had fallen behind the 27% yearly growth rate of fourth quarter 1962.

In addition to the weather's adverse effect, the slowdown in the rate of private investment in plant and equipment acted as another limiting factor on EEC economic growth.

Consumer expenditures remained the main stimulant for growth during the first quarter. The growth rate here, however, also fell off considerably at times in different sectors. The winter cold-spell meant that consumers spent more than usual on heating, clothing and food. More recent trends also suggest that there has been a general slowdown in the overall expansion of consumer expenditure. For example, the wave of wage increases is on the ebb, particularly in the Netherlands, and to a lesser extent in the Federal Republic of Germany. Price increases, some of which have been substantial, have slowed down the expansion of consumption in several of the member states. However, in Italy and France the pace of expansion in consumer expenditures probably was not much slower than in the fourth quarter of 1962.

Foreign trade hit

Foreign trade was also hard hit by the severe winter. Sales to nonmember countries were 2.5% lower than a year earlier. Exports to the U.S. were 6% below first quarter 1962. Sales to EFTA countries developed more weakly than in the final months of 1962, with a year-to-year growth rate of only 1% during the first quarter 1963.

The expansion of intra-Community trade was severely handicapped by transport difficulties. EEC import statistics reveal that intra-trade was only 9% above the same period of 1962, compared with a yearly growth rate of 16.5% during fourth quarter 1962. By March, however, the import figures for most of the 6 member countries pointed to a marked recovery.

In contrast, imports continued to rise vigorously; the value of goods imported increased 7.5% over the first quarter of 1962. Imports of manufacturers tended to grow, with the emphasis on consumer goods rather than equipment. Foodstuff purchases remained at the same high level as during the first quarter of 1962, but raw material imports were once again very hesitant.

The increased imports came primarily from industrial countries. First quarter purchases from the U.S. increased by 9% over the corresponding period in 1962, by 15% from the United Kingdom, and by 8.5% from the EFTA countries as a group.

Outlook

With the return to more normal weather in March, a trend toward further general economic expansion again became distinguishable. Consumer expenditures continued as the main factor behind overall demand. For the Community as a whole, however, the expansion rate of consumer spending will probably slow down, particularly since the increases in total wage payments are expected to tail off, particularly in the Netherlands and the Federal Republic of Germany.

Industrial production should continue to increase. Growth will probably come chiefly from the consumer goods industries, increasingly from the export industries, and also from certain basic industries, based primarily on enhanced productivity.

Mexico-U.S. group surveys mutual business problems

The Mexico-U.S. Committee, a group of leading businessmen representing both countries, launched a 2-year study of mutual trade and investment problems at a recent meeting in Denver, Colorado. The study will develop recommendations for improving the flow of trade and investment between Mexico and the U.S.

As the first phase of the long-range trade and investment study the committee examined impediments and incentives to private foreign investment in Mexico. The committee also discussed private enterprise, the Alliance for Progress and the continuing threat of communism in this Hemisphere.

The Mexico-U.S. Committee was formed in 1950 by the Chamber of Commerce of the U.S. and the Mexican Comite Coordinador de Actividades Internacionales de la Iniciativa Privada, which represents the 4 leading Mexican business organizations. The purpose of the committee is to promote greater understanding between Mexico and the U.S. by providing a forum in which members of the business communities of the 2 countries can discuss questions of timely and mutual interest.

Loan enables Israel to buy U.S. generating equipment

The Export-Import Bank has agreed to lend the State of Israel $11.2 million for the purchase of U.S. electrical generating equipment.

Under terms of the credit, the Government of Israel will relend the funds to the Israel Electric Corporation which is that country's main electric power producer. Israel Electric will purchase a new 125,000 kw. thermal generating unit for installation in its Haifa "B" power station after receiving competitive bids from U.S. manufacturers.

The consulting firm of Sargent and Lundy of Chicago made recommendations regarding the expansion of the Haifa power plant after studies of load growth and systems requirements.

Merchant marine council established by Argentina

Argentina has created a Merchant Marine Council (Decree Law 6,677) which will be supported by a tax of up to 5% on gross freight charges on imports and exports and a similar tax on passenger tickets.

The council will submit a draft of its regulations and budget requirements before November 19, and the tax becomes effective on the first day of the month following the Executive Power's approval of the draft.

Small exporters

Free summaries of "Exporting to Latin America: Problems and Opportunities for U.S. Small Business," are available from Small Business Administration field offices, as well as from the SBA's Washington headquarters.

The original report was prepared by Lehigh University Professor Carl H. Madden to help small firms learn how to analyze foreign markets, ship and document their goods, and collect their money. It analyzes the Latin American market, its chief forms of competition, trade restrictions, and methods of stimulating small business exports.

The full text of the report may be ordered for $4 from the University Bookstore, Lehigh University, Bethlehem, Pennsylvania. Make checks payable to Lehigh University.

Bourbon trade is soberly examined

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

NEW YORK—Ocean spray still bites the tongue of Admiral William J. Marshall, for salty language comes easy from this scrappy promoter, a man with the odd preoccupation of getting the rest of the world drinking bourbon whiskey.

Since retirement from the Navy, Marshall has been president of the Bourbon Institute, an office from which he sets a rattling, rousing pace in developing overseas markets for a commodity that even today handicappers will not place in international trade much ahead of the 1963 chances of the Los Angeles Rams. The Admiral travels the globe selling his vats of sour-mash grappling hooks with the same determination as when he sailed world waters for the United States Navy.

Last week Marshall left once again for Europe. "The French have eliminated quotas," he said on the day before departure, roseate hopes shining through piercing eyes. "Until lately we could not ship enough there to keep a party going until midnight. But France still will not permit advertising of hard liquor unless it is distilled from wines, ciders or fruits."

National drinking habits are serious business in international balance of payments. The U.S. deficit last year from the sale of wines and spirits was almost a third of a billion dollars. This country purchased $300 million. In contrast, the United States exported slightly less than $6 million.

Marshall was asked about bourbon's individual taste. "We are not running the vineyards out of business," he said, "but this is partly due to lack of consumer experience caused by barriers, quotas, import duties, special taxes, and other discriminations. Taste and quality are areas where we are battling to compete.

"Believe it or not, Italy and France are becoming bourbon customers. This is true of other countries. Australia, for instance. They drink bourbon over there because it is the beverage of moderation. Ever try Australian beer?"

The Bourbon Institute uses, among large numbers of other fanciful and energetic programs, every promotion government provides. Marshall, this week, was at the U.S. Trade Center in Frankfurt, where a special American whiskey display was causing encouraging comment from local residents.

"Germany is the largest U.S. customer of bourbon whiskey," said Marshall. "if one does not count Canada. The Canadians, who purchase half of our exports, do so mainly for blending Canadian whiskey. In bottled whiskey, the United States sold the Canadians last year just 18,000 gallons, while Canada shipped us 14 million gallons.

"We started seriously 4 years ago. If a good number of Americans drink scotch, why shouldn't some people across the seas prefer our whiskey?"

Bourbonites complain they contribute more in taxes for the support of government than any other industry—last year almost $5 billion in federal and state levies—but at some receptions abroad, the "traditional" American beverage is not much in evidence.

"Washington, Jefferson and Lincoln were bourbon producers," said Marshall, who frequently has need of the U.S. Marine Band for covering background. "We ask equality of treatment in other lands that have entry into our market. A bottle of Kentucky bourbon sells less expensively on the Via Veneto in Rome than at a family neighborhood cut-rate liquor store in Louisville.

"Since 1945, U.S. importation of wines and spirits have increased more than four times, from $61 million to $300 million. Our exports during the same period increased just 20% from $4.8 million to $5.7 million."

Admiral Marshall takes his over the rocks with a dash of water, but he has no interest in volunteers on a one-by-one basis. He glared at a suggestion the Institute start sales roaring with a quick trip to a nearby grog shop.

'BRAIN TRUST' AT WORK: The Conference got off to a flying start as these experts reviewed U.S. position. Left to right are Thomas S. Morgan, E. E. Schnellbacher, William H. Lukens, Captain Alvin Massenburg (presiding), Peter E. Vanderbeck, and Ben P. Lane. Panel fielded questions next day.

High venture, big stakes

Fifteenth Virginia World Trade Conference says U.S. can succeed thru hard work

By STANLEY LICHTENSTEIN
Staff Writer

NORFOLK—This "fastest-growing city in Virginia" calmly accommodated rival companies of business philosophers the other day.

Doing the light fantastic at the Center Theater was the road show of "How to Succeed in Business Without Really Trying." A few blocks away, at the Golden Triangle Motor Hotel, the 15th Virginia World Trade Conference met and heard speaker after speaker insist on a very different formula for success —biblically-inspired, and emphasizing "the sweat of thy brow."

Though the idea of succeeding in business without really trying appealed to convention delegates only as a subject for laughs, there was a certain amount of fraternization with the enemy. Abe Burrows, looking larger than life, turned up in the hotel restaurant and was immediately recognized. He exchanged pleasant words with one or two Virginia World Trade Conference leaders, but failed to convert anyone to the musical comedy form of business careerism.

Knowledge, power

Speakers and panelists had a variety of approaches to their broad subject, but all agreed that the sweet fruits of world trading success are not readily plucked by the "fast-buck" operator. Amidst murmurs of approval, E. E. Schnellbacher, assistant director of the Bureau of International Commerce (BIC) and an opening-session panelist, contended that life for the international trader is just as real and just as earnest as it is for those catering to domestic markets. Describing BIC's many services to exporters and importers, he warned that the businessman who fails to learn the ropes and approaches world markets lackadaisically, is not going to reap the substantial returns which would otherwise be his.

What the international trader needs to know and techniques he needs to apply were outlined by panelists under various headings: Ben P. Lane, export manager, Joy Manufacturing Co., New York, "Marketing Overseas"; Peter E. Vanderbeck, manager, Foreign Credit Insurance Association (FCIA), New York, "Credit and Insurance"; William H. Lukens, special consultant, R. M. Hollingshead Corporation, Camden, N.J., "Special Problems of Exporters"; and Thomas S. Morgan, president, International Corporation, Atlanta, Ga., "How to Enter the Export Field."

What might be termed a "know thyself, know thy customer" approach was advocated by Mr. Lane, who said: "There is no such thing as an international market, but there is a market in over 125 individual nations." He cited a few American companies which now earn at least half their profits abroad because they carefully studied each market and tailored their products to suit

REALIST: Tough-talking, provocative A. R. ("Biff") Gale, Studebaker International president, was luncheon speaker on first day of Norfolk meeting.

the customers. For hard-to-penetrate markets, he suggested alternative techniques such as licensing a foreign manufacturer to make your product, licensing for use of patent only or for know-how and trade-mark use, building plants overseas, or entering partnerships with overseas concerns.

The failings of "fair weather" exporters and executive Sad Sacks who neglect essentials were cited as object lessons by several panelists. Mr. Vanderbeck, noting that the development of sound export volume requires continued contact with representatives overseas in good times and bad, described four FCIA credit insurance policies (short- and medium-term, and two against political risks) which are available to "any firm, large or small, whether it has exported or not," as the 2-year-old FCIA—currently covering over $500 million worth of exports—continues to expand.

As Horrible Example No. 1 on his list, Mr. Lukens mentioned a firm whose export manager had received 258 inquiries from potential foreign customers but couldn't get the boss "to give me a steno to answer them." In doing business abroad, he said, a company must be sufficiently businesslike to state weights in kilos rather than pounds or temperatures in centigrade rather than fahrenheit, according to the usage of the country; to protect its overseas representatives and distributors, avoid selling to the customer's customers, and avoid acquiring a reputation as a "chiseler."

'That country's wine'

To safely and profitably enter the export field in a given country, "Drink to the wine of that country," counseled Mr. Morgan. He said that more assistance and services are available to the businessman in the international field than domestically, and urged strong reliance on the guidance of trade specialists who can be contacted through Department of Commerce field offices. Above all, Mr. Morgan added, the American businessman should "forget nationalities" and approach the citizen of Lima, Peru, on the same human basis that he would approach a citizen of Lima, Ohio.

Highest level

Opening-day luncheon speaker A. R. ("Biff") Gale, president of Studebaker International, began by citing his own journey to the convention as evidence of the close-knit world confronting the international trader: "I flew in from London yesterday; it will take me longer to get from here to South Bend."

Mr. Gale warned that the solution to the U.S. balance-of-payments problem cannot come about through stepped-up exports, conceived in isolation, but rather through "the highest complete level of international trade, increased exports and imports"—the goal of forthcoming "Kennedy round" GATT (General Agreement on Tariffs and Trade) negotiations.

Most needed, he said, are: competitive pricing for U.S. goods; recognition that direct investments in overseas manufacturing facilities "have returned more funds to the United States than the value of new funds that went overseas"; a determination by U.S. firms that if they go into exporting at all, they are going to make "the long race," for initial costs are high, "especially if you start out fresh."

Worth while

The rewards for such a determined effort, Mr. Gale hastened to add, are eminently worth while, as his own Studebaker International's experience in diversified overseas operations has demonstrated. On the price front, the speaker expressed his conviction that much could be done to shave high management and "chamber of horrors" service and advertising expenses, which he held more responsible for over-pricing of some U.S. goods than the more publicized labor costs.

STATE LEADERSHIP: "Schnell" presented Virginia Regional Export Expansion Council membership certificates to George F. Wood (right), manager, Insurance Co. of North America (Richmond), and 4 other prominent Virginia business executives.

Six ingredients

Summing up, Mr. Gale listed 6 essentials for sound international trading: a truly competitive product, managerial staff to run the overseas operation and still leave some one to "mind the store," enough capital for both domestic and foreign operations, patience—"and lots of it," cross-cultural skills, and a certain amount of luck.

The second and concluding day of the Oct. 17-18 convention featured a follow-up panel and audience discussion, with opening-day panelists joined by Osmond Jackson, vice president, Continental Illinois Bank & Trust Co., Chicago. Mr. Jackson stressed that exporting is not only profitable but has a loss experience that compares favorably with domestic loss experience.

Searching reappraisals of the U.S. role in the Alliance for Progress and the administration's balance-of-payments policies were urged by the concluding luncheon and dinner speakers, Peter R. Nehemkis, Jr., Washington counsel for the Whirlpool Corporation, and Senator A. Willis Robertson of Virginia. Mr. Nehemkis called for a fresh start on the Alliance, with emphasis on reaffirmation of democratic regimes throughout the hemisphere. Senator Robertson—expressing his conviction that "we are letting the balance-of-payments problem push us away from freedom of trade and investment, away from private enterprise in world trade, towards more government in foreign economic affairs, and towards more tying of private exports to government spending abroad"—renewed his call for a defense-spending cut accompanied by a foreign-aid cut.

Awards

Convention highlights included the presentation of several awards. Mr. Schnellbacher presented an "E" for excellence in export expansion to Hugo N. Surmonte, president and board chairman of Bonded Fibers, Inc., Buena Vista—the fifth such award to a Virginia recipient. Bonded Fibers was cited for achieving since 1959 a 1,079% increase in export sales of the firm's products (principal parts and components of shoes, luggage, etc.) in more than 35 international markets. Mr. Schnellbacher also presented membership certificates to 5 new members of the Virginia Regional Export Expansion Council.

The Hampton Roads Foreign Commerce Club Award was presented to Rep. Thomas N. Downing, First Virginia District, for furtherance of international trade through his services on the House Committee on Merchant Marine and Fisheries, and his promotion of the Port of Hampton Roads.

GERMANY: DETERGENTS

West Germany's Health Ministry has announced that the new, easily decomposed, "soft" detergents are not harmful to marine life. Such detergents are therefore held to comply with current law (INTERNATIONAL COMMERCE, Jan. 14, 1963.

Manufacturers, commercial bank, sales organization and export manager added to growing roster of 'E' winners

Export sales push of 8 U.S. organizations implemented through trade show participation, TV advertising, demonstrations, personal visits, direct mail, beauty contests, liberal credit

A midwestern bank, an upstate New York sales organization, an export manager in western Pennsylvania and manufacturers of industrial and consumer products in Massachusetts, New York, Ohio and Virginia are new October winners of President Kennedy's "E" award for excellence in exporting.

Through the sustained export push of these 8 U.S. organizations, an increasing flow of American manufactured products and services have spread around the world.

The new "E" winners have initiated or boosted overseas sales volumes for machine tools, hair products, dispersion mills, laundry identification equipment, cellulose fiber materials, rolling mill equipment and other products.

The presentation ceremony for the Syracuse, N.Y. firm, Textile Marking Machine Company, was held on October 2. The National Bank of Toledo, Prestolite International Corp. and National Machinery Co. received their blue-and-gold citations and "E" pennants on October 8.

Ceremonies for the Springfield, Mass. firm of John H. Breck, Inc., took place on October 11 in the company's plant. Kinetic Dispersion Corporation was cited at a Western New York International Sales Conference on October 16. The following day, Alfred Teshen became an "E" winner at a meeting of the World Trade Council of Greater Pittsburgh.

Finally, at a session of the 15th Virginia World Trade Conference on October 18, Bonded Fibers, Inc., joined more than 350 other U.S. firms that have received recognition for their expanding export activities.

Profitable techniques

Some of the techniques adopted by the 8 new "E" winners to boost overseas sales of U.S. products follow.

● Bonded Fibers, Inc. of Buena Vista, Va., is a subsidiary of Georgia-Bonded Fibers, Inc. It manufactures and distributes impregnated cellulose fiber materials. From one foreign sales agent in 1958, the firm's export expansion program has grown to include 20 sales agents in key market areas around the world.

Export sales have grown to 19% of total production and in the past year enough shoe innersole material was shipped overseas to produce 18 million pairs of shoes. Trade show participation, advertising and promotional material and overseas tours have all helped to boost the company's sales.

● John H. Breck, Inc., of Springfield, Mass., manufactures hair preparations. Export markets grew from 4 overseas clients in 1953 to distributors in over 70 countries. Preparations are exported in finished form to some markets, in concentrate form to others for partial manufacturing and as raw materials and packaging supplies to licensees.

Films, posters, contests

To boost overseas sales, Breck sponsored a beauty contest in Colombia to choose "Miss Latin America." As a result, area sales increased about 35%. The firm has produced full color and black and white films for theater and TV advertising in 7 foreign languages and also distributes posters and point-of-sale advertising.

● Kinetic Dispersion Corporation of Buffalo, N.Y. manufactures high-speed dispersion mills for use in producing color products such as paint, ink, ceramic ware, textiles and dyestuffs, pharmaceuticals, paper coatings and foodstuffs. Since its first overseas sale in 1953, company exports now make up about 30% of its business volume. A program of overseas lectures, demonstrations and advertising in local languages developed the European market and this procedure proved equally effective in boosting sales in Latin America, Australia and the Far East.

Worldwide connections

● The National Bank of Toledo, Toledo, Ohio, created an international department in 1957 and has since built up banking associations with over 400 financial institutions throughout the world. To encourage export trade, varied brochures, guides, newsletters and handbooks have been widely distributed. A great number of small and medium-sized industries were assisted in starting sales in foreign markets through the formation of the Northwestern Ohio Export Development Council.

Under the NODEC system, a large existing exporter handles the overseas marketing of a non-competitive product for a fee. Export business opportunities from the Commerce Department are disseminated to area firms by telephone and letter.

● National Machinery Company of Tiffin, Ohio manufactures machine tools. The firm's export business has climbed steadily in the past several years as a result of more extensive selling on a worldwide basis. The hiring of foreign nationals and training them to sell and service highly specialized machinery has been important in promoting business.

A German tool firm purchased in 1958 has furnished a foreign operating base for the company. Shipments from this subsidiary alone have added 13% to the work of the parent company. Overseas advertising has included magazine ads, direct mail and sound movies.

Sales doubled

● Prestolite International Corporation of Toledo, Ohio, makes electrical equipment such as batteries, spark plugs and ignition systems. This newly organized corporation has doubled its sales in three years and now has over 57 distributors overseas through the assistance of an export manager and a strong advertising campaign in 17 consumer and 21 trade journals outside the U.S. (For story of one Prestolite promotion, see the October 21st issue of IC, pp. 12-13.)

● Alfred Teshen of Pittsburgh, Pa., operates as an individual export manager in his own name. He has found the person-to-person approach overseas a successful way to sell. Mr. Teshen represents a number of U.S. metal-product manufacturing companies whose units had not previously been sold overseas.

● Textile Marking Machine Co., Inc., is a Syracuse, N.Y. sales organization for identification equipment and supplies for laundry and dry cleaning. Through an aggressive program of salesmanship, consistent customer relations, liberal credit, prompt delivery and service, the firm has developed markets for its products in 46 countries in nine years. In the past several years, export sales have doubled and now represent over 30% of the firm's total sales.

COMMERCE BRIEFING: The Deputy Assistant Secretary of Commerce for International Commerce, Eugene Braderman and other Commerce officials met with the members of the Illinois Trade Mission for a discussion of ways and means of expanding exports, following a meeting with the President.

78 Illinois manufacturers on Trade Mission tour of Europe

Governor Kerner leads delegation seeking expansion of trade contacts in Germany, France and England

Governor Otto Kerner of Illinois led a Trade Mission of 78 business executives from his state to Europe last week, where they will spend 20 days establishing trade contacts designed to increase Illinois' exports abroad. The group spent Thursday October 17th in Washington where they met with President Kennedy and Secretary of Commerce Hodges, as well as other government officials for briefings prior to their take off for Frankfurt that evening.

Travelling at their own expense, the mission will divide their time abroad between Germany, France and England, in their quest for more exports. The ambassadors from the three countries spoke to them at a luncheon in the Mayflower Hotel in Washington Thursday noon. Other speakers included Assistant Secretary of Commerce for Domestic and International Business Jack Behrman and Governor Kerner.

Dr. Behrman reminded the group that private business must implement government policy if the policy is to be successful, and that the Illinois businessmen who are taking part in this campaign to expand exports are assisting in implementing the policy of improving trade, travel and investment problems, and thus the balance of payments. "The problem is one of selling," he said. "Your products are not overpriced. Their quality is good. The problem has been lack of selling effort."

Asked one question

Governor Kerner said that early this year he asked officials of the Department of Commerce about an Illinois Trade Mission. "We asked one question. They asked twenty. "What kind of trade? What do you want to do? Where are you going? We soon came up with the answers and developed an invitational list of presidents of Illinois concerns whose products could be sold in three expanding markets: Germany, France and England.

"More than seventy firms are represented here today. Several of our manufacturers are old hands at international commerce. They want to penetrate these markets even deeper. But most of the members of this mission are new to international trade."

In Europe, according to Governor Kerner, trade appointments have been arranged in advance so that each participating manufacturer will be able to meet personally with importers, distributors, sales representatives, or European manufacturers interested in establishing branch plants of Illinois plants overseas.

Varied interests

The Illinois mission includes manufacturers of consumer products such as housewares, pharmaceuticals, toys and clothing, as well as manufacturers of packaging machinery, industrial and commercial furniture, industrial chemicals, scientific apparatus, water treatment equipment, electronics machinery, and other industrial goods.

While in Europe, Governor Kerner will also meet with European travel editors and travel agents as part of Illinois' new program for promoting tourism.

The Illinois Trade Mission to Europe is sponsored by the Illinois Committee for Trade Expansion, the Illinois Board of Economic Development, the U.S. Departments of State and Commerce, the Small Business Administration and private groups such as the Chicago Association of Commerce and Industry.

Sales opportunities in Belgium numerous for the U.S. exporter; Brussels Fair set next spring

U.S. firms urged to submit Business Proposals for use at exhibition; 15,000 buyers expected to be contacted

A multitude of sales opportunities exists in Belgium for U.S. manufacturers —especially in the following categories: Textiles and ladies apparel, boats and accessories, metalworking, electrical and automotive test equipment, processed foods, materials handling, and electronics.

This conclusion is based on recent studies by the Department of Commerce backed up by an informal survey at the 1963 Brussels International Trade Fair and the findings of the recent U.S. Trade Mission to that country.

Aggressive U.S. exporters will have the chance to tap the growing Belgian market at the 1964 Brussels Fair, to be held April 30-May 11. The United States will operate a Business Information Center (BIC), the culmination of an intensive advertising campaign to interest European businessmen in buying "Made in USA."

Approximately 15,000 buyers will be contacted through the BIC, according to Commerce Department estimates. Reliable reports from Belgium show that over 60% of these will represent Common Market corporations. Some 14% will represent European firms from other than Common Market countries. The remainder will be non-European. More than 4,500 firms are expected to exhibit.

Any U.S. firms can take part in this campaign to build export sales by submitting a Business Proposal to the Bureau of International Commerce, Trade Fairs Division, Department of Commerce, Washington, D.C., 20230.

1. What product do you wish to sell or offer?

2. Do you wish to appoint an agent or distributor? Describe the arrangement you desire and indicate whether you will grant exclusive representation.

3. Are you interested in a joint venture? If so, describe your proposition briefly, giving details of products or services to be provided.

4. Are you interested in licensing a qualified firm to manufacture your product abroad? Provide a description of the agreement you desire.

5. What type of firm is best qualified to transact your business?

Each Business Proposal must be accompanied by 25 pieces of material, brochures, catalogs, and other descriptive material so an effective sales presentation can be made. Data on the size and scope of the firm, price lists, and sales literature are appropriate for this use. Price information should include cost-insurance-freight (c.i.f.) quotations.

If you represent several firms, you may find it advantageous to submit a separate Business Proposal for each client, with each specified by name and contact.

If your firm offers a wide variety of products, summarize them by commodity groups in your letter.

A booklet containing a summary of all Business Proposals will be distributed in Belgium. It is necessary, therefore, that a summary in 35 words or less of each Business Proposal be submitted for inclusion in this booklet, at the time the other information is forwarded to the Department.

Your Business Proposal should be accompanied by one of the following: (1) Department of Commerce Form IA 57 (Registration of U.S. firms interested in international trade or investment), which may be obtained from your local Department of Commerce Field Office: (2) A current mercantile agency report, or (3) a current bank report.

Printed material on your product or service should be included with your Business Proposal for distribution to buyers attending the Fair. However, no more than 50 pieces can be shipped abroad for each Business Proposal. Business Proposals must be received by Trade Fairs Division by Dec. 30.

The Commerce Dept. will advertise and promote the sale of all U.S. lines received in B.P. form for the Business Information Center. These proposals will be summarized in French and Flemish, without identification or address, in a booklet to be distributed by U.S. commercial officers throughout the area before the Fair opens.

Market Profile—Belgium

Area: 11,775 square miles, slightly larger than Maryland.
Population: 9,229,000—784 per square mile.
Language: French in the south and east; Flemish in the north and west. Brussels is bi-lingual.
Chief Cities: Brussels (1,437,756); Antwerp (873,052); Liege (609,146); Charleroi (466,494); and Ghent (461,115).
GNP: $12.16 billion.
Currency: Belgian franc (1 franc = $0.02)
Motor Vehicles: 1,134,595 of which 935,638 are private automobiles.
Radio and TV Sets: 2,612,850 radios and 820,709 TV sets.
Economy: Predominantly industrial and relying highly on foreign trade. Economic life based on free enterprise. Major industries: iron and steel, nonferrous metals, metals, metal manufactures, glass, textiles, chemicals. Agriculture characterized by very small farms and intensive cultivation, occupying about 10% of population. Represents 10% of national income. Livestock most important sector. Main crops: wheat, sugar beets, coarse grains, flax, and hops.
Foreign Trade: Total exports $3.9 billion, total imports $4.2 billion. U.S. share approximately 9%.

Identification will be revealed only to appropriate firms after consultation at the BIC in regard to a specific proposal. Sales leads generated by the campaign will be reported to the individual U.S. firms directly from Brussels so swift follow-up action can be taken.

To make use of the BP service, U.S. firms are urged to answer the following questions and submit, with two copies, to the above address. They should be marked, "For the Brussels International Fair BIC."

International auto show scheduled in Copenhagen

An international automobile show, sponsored by the Association of Automobile Manufacturers and Importers, will be held in Copenhagen Feb. 28-March 8, 1964.

The show will be held in the Forum Exhibition Hall—the 19th to be held there since 1926. It will include passenger cars, including taxis (but not sightseeing cars and busses), and accessories.

Any domestic or foreign manufacturer or main distributor may exhibit. To avoid duplication, however, only the manufacturer or Danish importers may exhibit the particular make "unless dispensation is obtained from the management," according to the U.S. Embassy in Copenhagen.

International garden show set next winter in Belgium

A gardening exhibition, designed to show a wide range of products connected with that activity, will be held in Brussels Feb. 21-March 1, 1964 at the Center International Rogier. U.S. firms are invited to participate.

Objective of the international exhibit is to present to people in the trade, as well as to private individuals, numerous products connected with the creation, the laying out, the maintenance and the decoration of gardens, parks, sport fields and green spaces in general.

The fair is organized by Le Jardin—Centre d'Information et de Documentation, 14 rue Duquesnoy, Brussels 1, Belgium. The exhibit last year was visited by approximately 30,000 persons.

SHOW LAB EQUIPMENT

An exhibition of laboratory equipment and scientific instruments was held by a private firm, H. Struers Chemiske Laboratorium, in Copenhagen Sept. 25-30. Over 5,000 visitors attended.

BUSY PLACE: Numerous interviews, held at desks and in front of sales literature displays, were conducted last spring at the U.S. Business Information Center at the Brussels International Fair. A Belgian businessman (seated) talks over possible trade opportunities while U.S. Commercial Attaché Paul Hawk (center) talks with two Belgian businesswomen. The U.S. will operate a BIC again this year.

Annual Luxembourg fair set next spring

Estimated total sales at the 15th annual Luxembourg International Fair (FIL) were at least $10 million, Fair officials have reported.

Approximatedly 203,000 persons visited the May 23-June 2 show. The FIL, as usual, emphasized consumer goods, particularly household appliances and furnishings. Displays of office machines and equipment were also much in evidence.

Additional information about international trade fairs is available, unless otherwise indicated, from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C., 20230.

The 16th annual FIL will be held May 28-June 7, 1964. The U.S. Embassy in Luxembourg has urged U.S. manufacturers and exporters to alert their European agents about the possibility of exhibiting at the event to exploit the Luxembourg market. The Embassy said this market, while small, is "prosperous and receptive to American products."

In addition, the Embassy reported, U.S. businessmen who want to test-market their products in the Common Market "might wish to consider the FIL as a vehicle whereby they can gain valuable European marketing experience. Luxembourg, although it has its own unique characteristics, does combine Belgian, French and German aspects in a market area of manageable proportions."

A total of 38 countries were represented by 1,788 officials and government exhibitors at the 1963 event. Approximately 25 U.S. products were represented by European agents—primarily appliances such as refrigerators and washing machines.

Congress on physiotherapy to take place in Tasmania

U.S. firms have been invited to participate in the trade exhibition to be held in connection with the biennial Australian Physiotherapy Congress at Hobart, Tasmania, Feb. 1-9, 1964.

The exhibition will be held at the Tasmanian University Union Building. Equipment to be exhibited will be that allied to physical medicine such as ultrasonic therapy, short-wave therapy, strappings, splinting, and plasters.

UAR import licenses granted only through 15 state trading firms

1961 import nationalization altered marketing channels; local representation on commission basis now prohibited

New procedures for selling to the UAR have been developed since the 1961 nationalization of the import sector of the Egyptian economy.

Local representation of foreign manufacturers on a commission basis has been prohibited and import licenses are granted only to 15 authorized Government trading firms, Government agencies or departments, and to local factories for equipment and raw material needs. With these changes in existing marketing channels, an adjustment in traditional sales techniques became necessary.

Representation of foreign companies selling to the UAR is now usually carried out in 1 of 3 ways:

Agreements have been worked out whereby a firm may be represented by a "consultant" or "technical advisor" on a fixed fee basis. A substantial number of firms are now working with their former agents in this manner.

Direct negotiation

Many successful U.S. and foreign suppliers negotiate directly with end-users and do not utilize an agent or consultant. As end-users generally prefer to deal directly with manufacturers or suppliers, this procedure has worked well where the supplier has a representative who can travel to Egypt periodically to handle negotiations and keep the company informed on trade opportunities.

In both the above cases, the consultant or representative must go to one of the Government trading companies to obtain a license for any goods he wants to import, unless the goods are being sold to a Government agency or department or are raw materials or equipment for a local factory.

A less frequently used method of representation is the appointment of 1 of the 15 Government trading companies as an agent.

U.S. exporters may also sell directly to the Government trading companies on a non-agency basis. The 15 trading companies under the Egyptian General Trade Organization and some of the major commodities allocated to each are:

El Nasr Export and Import Company, 34 Adly Pasha Street, Cairo: Ores, chemical products, photographic products, resins, rubber, paper, synthetic textiles, iron and steel, non ferrous metals and products, tools, industrial machinery, electrical machinery, railway equipment, automobiles, tractors, aviation and navigation equipment, precision equipment.

Tractor and Engineering Company, 18 Emad El-Dine Street, Cairo: Chemical products, resins, rubber, iron and steel, non ferrous metals and products, tools, industrial machinery, electrical machinery, railway equipment, automobiles, tractors, precision equipment.

Engineering General Company, 11 Orabi Street, Cairo: Mineral fuels and products, chemical products, iron and steel, non ferrous metals and products, tools, industrial machinery, electrical machinery, railway equipment, automobiles, tractors.

Economic Trading Company, 5 July 26th Street, Cairo: Alcoholic beverages, ores, chemical products, fertilizers, essential oils, rubber, paper, wool, iron and steel, non ferrous metals and products, tools, industrial machinery, electrical machinery, railway equipment, aviation and navigation equipment, precision goods.

General Company for Chemicals and Trade, 26 Cherif Pasha Street, Cairo: Ores, chemical products, photographic products, resins, rubber, paper, synthetic textiles, tools, industrial machinery, electrical machinery, precision instruments.

Misr Foreign Trade Company, 1 Kasr el Nil Street, Cairo: Mineral fuels and products, chemical products, fertilizers, photographic products, paper, wool, synthetic textiles, iron and steel, non ferrous metals and products, tools, industrial machinery, electrical machinery, railway equipment, aviation and navigation equipment, precision equipment, automobiles, tractors.

General International Trading Company, 9 Talaat Harb Street, Cairo: Live animals, meat, fish, dairy products, alcoholic beverages, clothing.

Misr Import and Export Company, 6 Adly Pasha Street, Cairo: Sugar, tobacco, mineral fuels and products, chemical products, fertilizers, paper, wool, iron and steel, non ferrous metals and products, tools, industrial machinery, electrical machinery, railway equipment, aviation and navigation equipment, precision equipment.

Arab Foreign Trade Company, 12 Youssef El Guindi Street, Cairo: Fruits, tobacco, chemical products, rubber, paper, synthetic textiles, iron and steel, non ferrous metals and products, tools, industrial machinery, electrical machinery, railway equipment, aviation and navigation equipment, precision equipment.

Misr Car Trading Company, 12 Abdel Khalek Sarwat Street, Cairo: Automobiles, tractors.

Misr Engineering Stores, 18 Emad El Dine Street, Cairo: Mineral fuels, chemical products, resins, rubber, iron and steel, non ferrous metals and products, tools, industrial machinery, electrical machinery, railway equipment, automobiles, tractors, aviation and navigation equipment, precision equipment.

The Arab Timber Trade Company, Set Misr Street, Alexandria: Wood (timber, plywood).

El Nasr Import and Timber Trade Company, Set El Molk Street, El Wardian, Alexandria: Wood (timber, plywood).

The Commercial Timber Trade Company, 1 Set Misr Street, El Wardian, Alexandria: Wood (timber, plywood).

The Alexandria Timber Trade Company, 141 El Max Street, Alexandria: Wood (timber, plywood).

Imports of pharmaceuticals and medicinal preparations are made only by the **Supreme Organization for Drugs,** 6 Shawarby Street, Cairo.

Further information on specific commodities and products assigned to the trading companies may be obtained from the Bureau of International Commerce, Near East-South Asia Division, Office of International Regional Economics, Washington, D.C. 20230.

ITALY ON WHEELS

Italian registrations of new cars, trucks and buses in the first half of 1963 totaled 653,380 units, an increase of 25.3% from January-June of last year. Car registrations were 464,877, of which 96,918 were imported.

Norway offers promising market for U.S. leathers, varied footwear

Competitive prices, prompt deliveries, lower freight and handling charges, advertising campaigns recommended to step up area sales

U.S. leather has a very good reputation in Norway and should, with competitive prices and terms, be able to win a substantial part of the Norwegian market.

Norwegian consumers have become more shoe conscious in recent years and, according to trade circles, this should provide a good market for U.S. shoes if manufacturers adapt their products to Norwegian requirements, the U.S. Embassy, Oslo, reports.

Selling points

Although price is the main factor leading to increased sales of leathers, reducing delivery time to a minimum is also very important. Quoting prices c.i.f. Norway or f.o.b. ship with a direct sailing to a designated Norwegian port would be helpful to the Norwegian leather consumer trying to calculate costs.

Reducing freight and handling charges is important. This might be accomplished by shipping orders to Scandinavian consumers from stocks maintained by U.S. exporters at free port facilities in Copenhagen, Denmark or Göteborg, Sweden.

Shipping as many orders as possible to Norway on the same bill of lading and having a forwarding agent distribute the shipment to the individual buyers might be still another alternative.

Exports of American leathers to Norway in the first seven months of 1963 increased to 200,189 sq. ft. from 171,045 sq. ft. exported in the first seven months of 1962, U.S. statistics show. However, leather shipments to Norway in the entire year 1962 declined to 538,543 sq. ft. from 695,040 sq. ft. exported in 1961. U.S. leather sales to Norway consist principally of cattle and kip side upper leather.

Norwegian statistics indicate that leather imports increased from 647 metric tons in 1961 to 665 metric tons in 1962. The U.K., West Germany and Sweden were the principal foreign suppliers.

Norway's production of leather in 1961 amounted to 1,335 metric tons of sole leather and 10,761,000 sq. ft. of other leathers. Although 1962 data is not yet available, it is fairly certain there was an increase in production.

Norwegian retail shoe sales were higher in 1962 than in 1961 and this upward trend is expected to continue. Retail sales of leather shoes increased from 4,963,000 pairs in 1961 to 5,054,000 in 1962 while sales of plastic shoes increased from 971,000 in 1961 to 1,017,000 pairs.

Domestic production has been relatively steady in the last few years at about 4.5 to 4.6 million pairs, according to trade estimates. Therefore, increased imports have been necessary to satisfy this stepped-up consumer demand.

Imports, reaching an all-time high in 1962, included 1,221,000 pairs of leather shoes and 297,000 pairs of plastic shoes. This represents an increase of about 11% over 1961 imports. West Germany, Italy, the Netherlands, Switzerland, the U.K. and Sweden are the principal foreign suppliers. The 50% tariff advantage enjoyed by EFTA is encouraging imports from these sources.

U.S. exports of footwear to Norway have been extremely small and amounted to 326 pairs in 1962 and 215 pairs in 1961. In the first seven months of 1963 and of 1962 exports of American footwear to Norway totaled only 120 pairs and 139 pairs, respectively.

Good market

Norwegian footwear sources believe there is a good market for U.S. shoes, particularly men's and women's shoes retailing from $10 to $15 and for teenagers' shoes, provided the manufacturer adapts his products to Norwegian requirements. For instance, in men's shoes it is important that they be particularly suitable for much walking. There is also a small market for high-fashion shoes retailing for about $20 to $25.

Prices, prompt deliveries and credit terms are of the greatest importance. To promote sales of substantial size, however, it is believed a fairly active advertising program would be required.

Certain imported shoes are subject to rigid technical and marking requirements. The importer must file with the authorities a certification that footwear will not be offered for sale until it has been ascertained that the shoes meet the requirements. Anyone interested in these marking requirements may obtain a copy from the Leather & Allied Products Division, BDSA, Department of Commerce, Washington, D.C., 20230.

Norway to expand electrical power thru World Bank loan

Most of new plants' output will go to aluminum smelters; international bids to be used

The World Bank has made an electric power development loan equivalent to $25 million to the Kingdom of Norway. The loan will help finance construction of 2 hydroelectric power stations with a combined capacity of 340,000 kilowatts, and 130 miles of high-voltage transmission lines with related substations in northern and central Norway.

All equipment purchased abroad through this loan will be procured on the basis of international competitive bidding.

One of the plants will be the Rana hydroelectric power station in northern Norway. Water for the plant will come from the concentration of several streams into a system of diversion tunnels using natural lakes as reservoirs. An underground power station will be built with an initial capacity of 230,000 kilowatts; space will be provided for 2 more generating units of 115,000 kilowatts each.

The other plant is at Trollheim, southwest of Trondheim in central Norway. The river systems in the central and western part of the Trollheim mountains will be exploited to provide water for the station which will have an installed capacity of 110,000 kilowatts. Transmission facilities will be constructed to link the Rana power station to the Trøndelag grid in central Norway.

Total cost of the project is estimated at the equivalent of $68.6 million.

The Bank loan will be made available to an agency of the Norwegian Government, the Norwegian Watercourse and Electricity Board (NVE). NVE is responsible for the development and operation of all government-owned electricity undertakings, and sells power in bulk to industries and local utilities. It is also responsible for all exports and imports of power. About 65% of the output of the 2 power plants will be used by aluminum smelters.

During the last 10 years Norwegian production of aluminum increased from 56,000 tons to 206,000 tons and earnings from aluminum exports rose from $23 million to $85 million.

New development firm to finance private industry in Venezuela

Several U.S. investment and banking firms back new enterprise; new 4-year plan proposes inducements to private sector

More than 80 Venezuelan and foreign investors have joined in creating a new private development finance company in Venezuela. The new company, C. A. Venezolana de Desarrollo (Sociedad Financiera), is designed to help finance the growth of Venezuelan private industry and assist in developing Venezuela's capital market.

The new company will assist in the creation, expansion and modernization of private industrial enterprises in Venezuela, as well as agricultural and livestock enterprises which are large scale or directly related to industrial enterprises. It will not finance public works or mining and hydro carbon enterprises, and it will not provide short-term funds. The company will promote, organize, develop and assist industrial enterprises, encourage the participation of private capital in industrial securities and help develop the Venezuelan capital market.

Its financing will include equity participations in addition to medium and long-term loans, and it will underwrite securities. It will thereby help strengthen the capital market and provide a channel for the mobilization of private investment funds to meet the expanding needs of Venezuela's private industrial enterprises.

New plan

The Government's new 4-year economic development plan (1963-67) aims at a high rate of industrial expansion. Investment in industry is expected to rise substantially and much of it will have to be supplied by private savings. The plan calls for investments in domestic industries, such as auto parts, processed foods, textiles and paper, mining, aluminum production, fertilizers, explosives, plastics and synthetic rubber.

The plan proposes a number of inducements to the private sector of the economy. Special financing is to be provided by the Corporacion Venezolana de Fomento, the Banco Industrial and the regional development banks. Other arrangements include plans for the commercial banks to give preference to industrial credits and export credits, and to operations for widening the scope and improving the efficiency of the capital market.

Sources

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad, can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

The plan also calls for the granting of tax exemptions to encourage the reinvestment of earnings and the extension of protection to new industrial enterprises.

The International Finance Corporation (IFC) and the Corporacion Venezolana de Fomento, a Government-owned development institution, have subscribed $1.32 million each. Private investors have taken up the remainder of the $8 million share capital.

The largest shareholder in the company is C. A. Inversiones Shell de Venezuela. Two more international oil companies operating in Venezuela—the Dominion Gulf Company and the Mobil Oil Company—are also participating in the company's share capital. Other shareholders include 4 U.S. investment and banking institutions—the Manufacturers Hanover Trust Company, the First National City Bank, Chemical International Finance Ltd., and Northwest International Bank—and over 70 Venezuelan banks, companies and private investors.

The proposal for a new institution was originally suggested in the 1961 report of the World Bank's economic survey mission to Venezuela.

The ability to place the bulk of the new company's shares with a strong and diversified group of private investors, in both Venezuela and abroad, has demonstrated the confidence of the business community. IFC participation in the company provides a substantial portion of the capital funds required by the new enterprise and assures the company of the technical guidance that the IFC and its parent institution, the World Bank, have gained in assisting similar institutions throughout the world.

Yugoslav feature film output, attendance drop

There were 26 feature-length films produced in Yugoslavia during 1962, compared with 38 in 1961, 16 in 1960, and 18 in 1959.

The U.S. Embassy in Belgrade reports that at the end of 1962 there were 1,613 motion picture theaters in operation in Yugoslavia with a total seating capacity of 547,682. Attendance at movie theaters in 1962 was 121.8 million, compared to 129.5 million in 1961.

According to Yugoslav film authorities, no definite number is established for the imports of foreign films. The number is subject to theater requirements and the availability of foreign currency. In 1962, 208 feature-length films were imported, of which 35 were from the U.S., 48 from the USSR, 30 from Italy, 29 from France, and 17 from the United Kingdom. About 200 feature-length films will be imported in 1963, with the principal suppliers once again being the U.S., the Soviet Union, and Western Europe.

Admission prices at Belgrade theaters range from 100 to 150 dinars (about 15 to 20 cents). According to Yugoslav law, a theater must devote 15% of its playing time to the showing of Yugoslav feature films. In addition, a theater cannot terminate a showing date of a domestic picture unless attendance is below 40% of seating capacity for 3 consecutive days.

IGE gets Mexican order for $1 million in duct material

A single order for nearly $1 million worth of high voltage isolated-phase bus duct equipment has been received by International General Electric (IGE) to transmit much needed electric power for Mexico's rapid and diversified industrial expansion.

IGE, overseas marketing division of the General Electric Company, will supply 4,400 feet of bus duct to the Comision Federal de Electricidad's hydroelectric power plant at Infiernillo Dam, Mexico's largest underground power station located in southwest Mexico about 280 miles from Mexico City.

$30 million IDB program to spur Latin exports of capital goods

Program will operate through agencies designated by states; value of non-Latin components must not exceed 50% of price

The Inter-American Development Bank (IDB) has authorized a pioneering program of $30 million to finance exports of capital goods from its Latin American member countries.

Under the program, the Bank will make medium-term loans available to finance the export of capital goods enumerated in a provisional list. The list includes power generating, electrical, agricultural, office, metal working, mining, industrial and railway equipment and machinery and automotive vehicles for industrial and commercial use, aircraft, ships, prefabricated buildings and manufactured components to be used in the above items.

To be eligible for financing under the program, the capital goods must originate in the Latin American members of the Bank. The total value of non-Latin American materials used in these manufactures must not exceed 50% of the price of the finished goods.

Designated agencies

The Bank program will operate through agencies designated by the Latin American exporting countries. Several already have such specialized agencies and others are in the process of forming them.

Funds provided by the Bank may finance up to 70% of the value of any export transaction. The importer must pay at least 20% of the export's invoice value in cash. The remainder could be financed by other sources of funds.

The Bank may conduct loan operations through 3 methods:

- Granting a global loan—a credit for relending—to the national agency of an exporting country, which would use the proceeds to discount notes issued by the importers.
- Purchasing a promissory note of the national agency, which would be secured by the importer's notes which the agency has discounted.
- Directly rediscounting the promissory notes of importers which are guaranteed by the national agency of the exporting country.

In order to mobilize additional external funds for the program, the Bank will seek to sell participations in the global loans, without giving its guarantee, to commercial banks outside Latin America and will also seek to place credit documents in the world's capital markets which it has purchased or rediscounted from the national agencies.

General export transactions financed by the Bank will be for terms ranging from 6 months to 5 years. Taking into consideration existing international practices for export financing, the Bank will establish the terms for its export credits, taking into account the type of goods, their prices and the total value of the transactions involved.

Export managers

Small businessmen sometimes feel that they could sell abroad, but don't enter export markets because they aren't familiar with overseas selling. Or, in other cases, they cannot afford to set up an export department to handle the specialized details of foreign trade. Many of these men are solving these problems by using a combination export management (CEM) firm.

Small Business Administration Aid #137 discusses the services which combination export management firms offer manufacturers. It gives suggestions on: (1) the advantages of these services, and (2) how to select and locate a CEM firm that is best-suited for a particular company.

Copies of this Aid are available free from field offices and Washington headquarters of the Small Business Administration.

ADELAIDE TO EXPAND?

The Ministry of Works, Government of Southern Australia, Adelaide, is studying a $6.7 million program to expand Adelaide harbor. The major feature of the proposed port expansion is the substantial deepening and widening of the harbor to accommodate larger vessels.

Steel imports and exports exceeding 1962's pace

U.S. steel product exports through July of this year were running ahead of those for the first 7 months of 1962, according to the Commerce Department's Business and Defense Services Administration (BDSA). They were influenced largely by AID purchases for Pakistan and India.

Imports were also up as a result of substantial increases in shipments from Japan and mid-year hedge-buying.

July exports of 195,000 tons raised the 7-month total to 1,191,000 tons, 92,000 tons over a year ago. Semi-finished shapes, sheet and strip and tin mill products were the principal exports in July.

July imports of 599,000 tons constituted a new 1-month record, and brought the January-July total to 2,967,000 tons, a jump of more than 21% over 1962.

Country-by-country import data show Japan displacing Belgium-Luxembourg as the principal source of steel imports.

UAR buys 50 GM diesel locomotives thru Eximbank

The Export-Import Bank has agreed to lend the United Arab Republic $12.5 million to purchase 50 diesel electric locomotives, shop equipment, spare parts and tools from the General Motors Corporation. General Motors will participate in the financing of the transaction by purchasing 20% of the loan maturities from Eximbank.

The Egyptian Railways began their program of switching from steam to diesel electric locomotive power in 1949. Since that time a fleet of nearly 340 diesels have been acquired, with the majority being of U.S. manufacture. Steam locomotives were withdrawn from service early in 1962.

According to the Railway Administration, the 50 locomotives to be provided by the Eximbank loan are urgently needed in connection with Egypt's land reclamation program and to help move increased grain imports.

PHILIPPINE CHAMBER

The American Chamber of Commerce of the Philippines, P.O. Box 1836, Manila, welcomes inquiries from all American firms or individuals with *any* interest in the Philippines—past, present, or prospective—as to how that 43-year-old American trade organization can assist them in the development of their exports to, imports from, or investments in the Philippines.

Air-cargo clearance system, using 22 'ports of origin,' is permanently established

Exporters, forwarding agents, and airlines find procedure guarantees compliance with all export-control regulations

The "port of origin" air cargo clearance procedure, which had been operating on a test basis since Dec. 1, 1962, became permanent on Oct. 1, 1963.

Twenty-two cities have been designated as ports of origin where export shipments may be cleared with the Collector of Customs, loaded on a domestic flight to a gateway airport, and transferred to an international flight for actual exportation.

Normally, export shipments may be cleared with the Collector of Customs only at the port at which the cargo will be loaded on the exporting carrier. Use of the port-of-origin procedure is optional.

Ports listed

Cities designated to serve as ports of origin—including those (marked with asterisk) which previously served in this capacity—are: Baltimore, *Boston, Buffalo, *Chicago, Cleveland, Dallas, Detroit, *Honolulu, *Houston, *Los Angeles, *Miami, *Minneapolis, Newark, *New Orleans, *New York, Philadelphia, Port Everglades (Fla.), Portland (Ore.), San Diego, *San Francisco, San Juan (Puerto Rico), and *Seattle.

Under the permanent procedure, the Collector of Customs at the port of origin not only reviews export licenses and export declarations, but also physically examines the merchandise to assure compliance with export control regulations. During the test period Customs physically examined the merchandise at the gateway airport.

The port-of-origin procedure has been widely acclaimed by exporters, forwarding agents, and airlines as an aid to export expansion. It permits exporters to assure in advance that all export-control requirements have been met, thereby avoiding possible delay by Customs when the merchandise reaches the gateway airport.

Atlantic ports listed

"United States Seaports—Atlantic Coast" has been issued by the Maritime Administration, U.S. Department of Commerce.

The publication provides data on individual port administration; Federal functions and services; port and terminal services, rates, and charges; labor contracts, rules, benefits, wage rates, and related data; foreign and domestic trade moving through the ports in 1959 and 1960; port development and port-related technical studies and research programs; and policy and legal actions taken by the Federal Government affecting the port industry.

This is the second publication in Part I of the Port Series. The first of the series covered Alaska, Pacific Coast, and Hawaiian ports, and an issue now in preparation will cover the Gulf Coast ports.

Part I publications do not include information on detailed port subjects such as channels, anchorages, piers and maps, which are published separately on individual ports as Part II of the Port Series by the Board of Engineers for Rivers and Harbors, U.S. Army Corps of Engineers.

"United States Seaports—Atlantic Coast" may be purchased from the Superintendent of Documents, Washington, D.C. 20402, for $1 per copy.

DOW'S ITALIAN PLANT

The new polystyrene plant of Dow Chemical has been dedicated in Leghorn, Italy. The plant processes styrene imported from the U.S.

Survey shows 89% of foreign visitors plan return trip

Visitors from South of the border are running 40% ahead of '62 pace

A U.S. Travel Service survey of foreign visitors at Miami International Airport has shown that 89% enjoyed their U.S. trip enough to be planning a return visit.

Announcing results of the special study of 354 travelers, Travel Service Director Voit Gilmore said that South American visitors outspend their European counterparts.

"Our survey shows that the average South American remains 3 weeks and spends $411 while here, exclusive of round-trip fare," Mr. Gilmore said. "This is almost $20 per day and tops the average spending by Europeans as reflected in a similar USTS survey at New York's Idlewild airport."

Visitors to the U.S. from South America, Central America and the West Indies totaled 141,386 during the first 8 months of 1963, a 40% increase over the same period of 1962. European visitors to the U.S. in the first 8 months of 1963 totaled 220,895.

The U.S. Travel Service operates VISIT USA promotion offices in Mexico City, Bogota, Colombia and Sao Paulo, Brazil, which distribute U.S. travel information throughout Latin America.

The Miami study also revealed that 50% of these visitors came purely as tourists, and many of the others were on a combination business and pleasure trip.

USTS interviewers also learned that 31% were visiting the U.S. for the first time and only 1 person out of a hundred said definitely that they would not return, 15% were here for the second time and 8% had made over 10 trips.

New York, Washington, D.C., and various places in Florida were mentioned most frequently on the visitors' itineraries, and a total of 30 states and 50 cities were listed.

Of the total, 34% came on the advice of friends, 16% were attracted by newspaper and magazine advertising, radio and television and travel films, and the trips of 13% were prompted by business interests.

Ethiopia enacts investment code

Ethiopia has enacted an investment code (*Negarit Gazeta* of Sept. 16, 1963) to encourage private and foreign investment, the U.S. Embassy in Addis Ababa reports. The law applies to all agricultural, industrial, mining, transport, and tourist enterprises now existing or to be undertaken.

Provisions include: income-tax relief for 5 years for newly-established enterprises which invest not less than $80,000; income-tax relief for 3 years for the expansion of existing enterprises which invest not less than $160,000; import-duty relief on specified imports which support approved investments; export-duty relief on manufactured finished goods; no limitations on availability of foreign exchange from the National Bank of Ethiopia for remitting profits on approved investments, or paying interest and principal on approved foreign loans.

Review procedure

Foreign investments and loans must be reviewed and approved by a newly-established Investment Committee composed of the Ministers of Agriculture, Commerce and Industry, Finance, the Governor of the National Bank of Ethiopia, and the General Secretary of the Planning Board.

Copies of the law are available on loan from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230, or from any Department of Commerce field office.

Taiwan Commission permits importation of more items

Removal of certain commodities from the Controlled to the Permissible Import List has been announced by the Foreign Exchange and Trade Control Commission (FETCC) of Taiwan. Commodities affected are:

Small platform trucks, forklifts, and similar equipment and parts for use in railway station or warehouse transport or handling of goods; electronic air filters, purifiers, sterilizers and parts; bolts and nuts, washers, nails, rivets, screws, spikes, tacks and the like of brass, copper and aluminum; raw ramie; honey; cocoa (including cocoa beans) and cocoa butter; dextrin; flints, including pebbles; caster seeds; 8-millimeter and 16-millimeter unexposed (raw) cinematographic films; and instant cocoa mixes.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230, or as indicated in individual stories.

March '63 import policy extended 6 months by India

Established importers and consumers cooperative societies in India will have their yearly licenses validated for the October 1963-March 1964 period as equal in value to the first half of the licensing period, April-September 1963, the Government has announced.

The general import policy was issued on Mar. 31, 1963, when annual quotas for the entire fiscal-year licensing period were established. Quota licenses then issued (exclusive of those authorized in conjunction with U.S. aid) were subject to the condition that only 50% of their value could be used by importers for the first half of the fiscal year licensing period.

Defense needs

Continuation of the March import policy rather than the expected liberalization of imports of raw materials or components reportedly resulted from larger defense requirements than originally planned.

The import policy for licensing actual users will be announced later. They will probably be permitted to increase imports of industrial raw materials.

Imports under U.S. and other aid programs are not subject to the quotas set forth under the import policy, but are governed by special notifications and loan announcements.

Committee overhauling India's industry controls

India has announced appointment of a 10-member committee of officials and business leaders to look into ways of improving industrial licensing procedures in order to accelerate industrial growth.

The committee will review existing controls on importation of capital goods, the issuing of capital, and the entry of foreign investment, and will suggest procedural changes in governmental administration to eliminate delays.

The committee's study is due in 6 months, with interim reports coming as needed. However, the Minister for Industries said that steps to simplify industrial licensing procedures and regulations would be initiated without waiting for the committee's final report.

Formation of the committee was announced to the Central Advisory Council for Industries, a statutory consultative body of business and government officials. Its work will be a significant "first step" in streamlining licensing procedures and overcoming an obstacle most frequently cited by people doing business in India.

Burma centralizes import procurement procedures

Burma has moved to centralize the function of procuring imports for Government accounts in a single agency. The Burmese press announced on September 26 the enactment of a law establishing a People's Stores Corporation, which will assume the functions of the former Union of Burma Purchase Board, the Commerce Development Corporation, and the 3 Civil Stores Committees.

The Corporation, which will be chaired by the Minister of Supplies and Cooperatives, is charged with planning the importation of goods, distribution of imported and domestic goods, and marketing of Burmese goods abroad.

The Government now accounts for over 90% of Burma's total imports. American firms wishing to export to Burma should be alert for tender notices issued by the new corporation, which will be publicized regularly in INTERNATIONAL COMMERCE and COMMERCE BUSINESS DAILY.

FEC import system dropped by Taiwan as 'anachronism'

Financing costs cut, capital formerly frozen is now free

Taiwan's foreign-exchange certificate (FEC) import system—in force since March 1955—was recently abolished by the Foreign Exchange and Trade Control Commission (FETCC).

The FEC system was originally established in March 1955 to link imports to export earnings and encourage exports. In June 1961, the official buying rate for the United States dollar, which previously had ranged from NT$15.55 to NT$36.08 to US$1, was fixed at NT$40 to US$1. Due to increased private exports and the improved foreign-exchange position of the Government, the market rate for FEC's has remained unchanged at NT$40.03 to US$1 since August 1961.

Burden

While the FEC system in effect constituted a dual-rate system, the ensuing exchange reform resulted in a *de facto* unitary system. After August 1961 it became an anachronism which placed an additional unnecessary procedural burden on the importer. The International Monetary Fund, recognizing this anachronism during its consultations with China in April 1963, recommended a change in the system. Accordingly, the FETCC announced the abolition of the FEC system, effective September 30, with the official exchange rate for the U.S. dollar established as of October 1 at NT$40.10 selling and NT$40 buying.

Importers may now make application for foreign-exchange allocation without tying up their NT-dollar working capital while the application is being processed, which takes at least two weeks. Since the estimated weekly application for foreign exchange by private importers amounts to about US$1,000,000, under the FEC system approximately NT$80 million was effectively frozen at any given time. Consequently, the abolition of the FEC system is expected to free the same amount of NT dollars for other uses while simultaneously reducing the cost of financing imports.

India inaugurates new state trading corporation

The Government-owned Minerals and Metals Trading Corporation of India, Ltd., was launched this month to buy, sell, and manufacture machinery and implements required in metallurgical operations; export minerals and ores; import steels and metals including their alloys; stock and sell, within India, minerals, ores, and metals.

The corporation has taken over the personnel, assets, and liabilities of the existing minerals and metals trade from the State Trading Corporation, which was established as the first such corporation in 1956. The new organization will have a capital investment of $4.2 million, totally subscribed by the Government.

G. Narain, previous STC chairman, has been appointed chairman of the new corporation.

Fleet expansion plan under way in Pakistan

A fleet of 9 or 10 new or nearly new ships, scheduled to begin operations from Pakistan early in 1964, in all probability will be purchased with U.S., British, Polish, and West German credits.

The fleet, to be provided under a September 18 ordinance establishing the National Shipping Corporation (NSC), will operate on the United States- and the United Kingdom-Europe runs as well as on the coastal services.

Ownership in the new corporation will be divided between the public and the central government on a 75 and 25% basis, respectively. The Government will control the enterprise by having 5 of its officials on the 9-man board of directors.

Any further percentage increase in Pakistan's share of the traffic with Europe will be reserved for the new corporation.

India revises mineral royalty rates

India's current royalty rates on certain minerals and ores (announced August 27) establish fixed amounts per unit of weight for china clay, kyanite, abrasive garnet, sillimanite, baryte, quartz, glass sand, corundum, bauxite, ochre, and steatite.

Paying of royalties as a percentage of pit-head value will continue to apply to copper ore, lead and zinc concentrates, gold, silver, platinum, and other precious metals and ores.

The new rates were established in the form of amendments to the Second Schedule of the Mines and Minerals Act of 1957. The amendments apply as indicated below.

For items 3, 11, and 12 and related entries, substitute: 3. gold, silver, platinum and other precious metals and their ores, 7% of the sale price at the pit's mouth; 11. china clay—(a) crude, 1 rupee (21¢) per metric ton (2,204.6 lbs.); (b) washed, 5 rupees per ton; 12. kyanite, 16 rupees per ton.

In item 7, after entry (b), insert: (c) chromite concentrates in fines prepared through crushing and panning (irrespective of percentage content of Cr 2⁰ 3.), 2 rupees per ton.

After item 16, insert: 17. copper ore, 7% of the sale price at the pit's mouth; 18. lead concentrates, 7% of the sale price at the pit's mouth; 19. zinc concentrates, 7% of the sale price at the pit's mouth; 20. garnet (abrasive), 5 rupees per ton; 21. sillimanite, 18 rupees per ton; 22. baryte, (a) white, 5 rupees per ton, (b) buff, 3 rupees per ton; 23. quartz, 50 naye paise (½ rupee) per ton; 24. glass-sand, 75 naye paise (¾ rupee) per ton; 25. corundum, 35 rupees per ton; 26. bauxite, (a) chemical grade, 2 rupees per ton, (b) metal grade, 1 rupee per ton; 27. ochre, 2 rupees per ton; and 28. steatite, 3 rupees per ton.

Renumber item 17 as item 29 and substitute this entry: 29. all other minerals not hereinbefore specified, 7% of sale price at the pit's mouth.

FOREIGN CONTRACT AWARDS

TRINIDAD & TOBAGO—International General Electric Co., 150 East 42nd St., New York, N.Y., awarded two contracts totaling WI $141,583 (WI$1 equals U.S. 59¢) by Trinidad and Tobago Electricity Commission for supply of various **capacity demand meters, integrating meters, transformers and components.**

Site for 31-story hotel, theater, other facilities pinpointed in Buenos Aires

Area in port section of Argentine city to be developed by successful bidder; project specifications available

Buenos Aires has designated an approximately 5-acre site near the city's port section for construction of a 31-story hotel and other facilities. Bids will be accepted by the municipality until 5 p.m., January 29, 1964, on the 20,870 square-meter site.

In addition to the hotel, plans for the area include space for a motion-picture theater, commercial showrooms and a sheltered area for public gatherings. The successful bidder for the land will be obligated to build the hotel and subsidiary facilities.

Bids under $2,087,000 for the site or below 15,000 Argentine pesos per square meter (about $100) will not be considered. Bids must be accompanied either by evidence of a deposit of 5 million pesos (about $33,333) in favor of the Municipality of Buenos Aires made with the Municipal Bank of the City of Buenos Aires or a promissory note in that amount endorsed by a bank in Buenos Aires.

The successful bidder will be required to begin construction of the hotel within one year from the date on which he acquires full legal rights to the site.

U.S. firms may purchase copies of the list of conditions, terms of sale and specifications for the hotel and public facilities at 3,000 pesos ($20.00) per set by writing, preferably in Spanish, to the following address: Municipalidad de la Ciudad de Buenos Aires, Administracion de Inmuebles y Concessiones, Carlos Pellegrini 211, 6th floor, Buenos Aires, Argentina.

Bronze and iron foundry in Congo is for sale

A bronze and iron foundry located at Elisabethville in the Republic of the Congo is offered for sale. It produces parts for railroad use, bronze art work and does work on other projects. Most raw materials used in the operation are obtainable locally.

The firm is said to be well-established, in full operation and with little labor turnover. The foundry owners reportedly wish to sell their business because of health reasons.

For further details, write to Mr. Georges Somville, Etab. Georges Somville, B.P. 1051, Elisabethville, Republic of the Congo.

Production of metalworking machines sought in Spain

Two machinery and tool manufacturers in Spain are seeking licenses from U.S. companies in order to expand their production.

One manufacturer of machine tools and metalworking machines seeks a license to produce similar machines, especially machines for production of screws, bolts and nuts. Write to Hermanos Zabaleta, S.A. (Herza), P.O. Box 104, Vitoria, Spain.

Another manufacturer of high-precision machine tools, metalworking machine tools and metalworking machines seeks license to produce several types of metalworking machines. S.A. Constructora Espanola de Maquinas Herramientas (Sacem), Villabona, Guipuzcoa, Spain.

Pump, gear, compressor, machine license asked

A British firm of grinding specialists and precision machinists seeks license to make high or low-pressure water or oil pumps, valve gears, air compressors up to 20 cubic feet, and small packing and printing machines.

Write to Lawrence Brothers Millward, Ltd., Trusize Works, Rotherham Road, Maltby, Yorkshire.

TV receiver assembly plant sought in Malaysian area

The Malaysian Ministry of Commerce and Industry is seeking a private investor capable of establishing a television receiver assembly plant.

The new Malaysian plant would be granted such inducements of pioneer status as tax exemption up to five years; consideration for tariff protection on capital equipment, materials needed for production, and on the TV receivers themselves; and assistance in factory site location.

Firms from at least one industrialized country have shown interest in the contemplated project. It is recommended, therefore, that U.S. firms communicate at the earliest possible opportunity with either N. G. Ufong, Assistant Controller of Trade, Ministry of Commerce and Industry, Kuala Lumpur, Malaysia; or with the U.S. Embassy, Lee Wah Bank Building, Kuala Lumpur, Malaysia.

Good demand shown for sheet glass in Singapore area

10 million square-foot capacity needed for new, local plant; benefits open to investors

A sheet glass industry is urged for Singapore. A new 8-page report by the Economic Development Board (EDB) of Singapore indicates a ready market for sheet glass in Singapore and Malaysia.

A minimum size sheet glass factory would have to have a capacity estimated at about 10 million square feet a year. Malaysian imports of sheet glass in 1960 and 1961 were 8.8 and 10.1 million square feet, respectively. Principal suppliers of glass are Japan and China.

The raw materials needed to manufacture glass, i.e., sand, limestone and soda ash, are readily obtainable locally, EDB says.

The establishment of such a plant is strongly urged by EDB which promises investors a good industrial site, favorable financing and other benefits. Potential investors, in conducting on-the-spot investigations of this investment opportunity, should take into consideration the fact that a related industry—the manufacture of glass bottles in Singapore—is currently accomplished by a single producer.

Copies of the EDB report may be obtained from Bureau of International Commerce, Office of International Investment, File 3-3211-2, Department of Commerce, Washington, D.C. 20230.

Large delegation from Luxembourg plans 2-week visit

Group to represent 123 firms; to combine business, tourism

More than 160 Luxembourg businessmen will combine tourism and business, with emphasis on opportunities to develop business contacts with American firms, during their planned visit to the United States, Nov. 3-17.

The Luxembourg Chamber of Commerce is sponsoring the chartered jet flight tour which will bring to the U.S., at one time, the largest organized group of Luxembourgers since the emigrations of the early 20th century. Rene Jeyland, Secretary-General of the Chamber of Commerce will head the delegation.

Industries and commercial sectors representing 123 firms include the following categories: food and beverages, service (banks, car rentals, trucking), clothing and textiles, miscellaneous retail (hardware, tobacconists, gifts), construction materials, furniture, pharmaceuticals, nonmetallic manufacturing, industrial machinery representatives, metallic manufacturing.

Upon arrival in New York City, the majority of the group will fan out, individually, throughout the U.S. The others, some 70 persons, will have the following itinerary:

November 3-4: New York City, Hotel Sheraton Atlantic.

November 5-6: Washington, D.C., Hotel Sheraton.

November 7-9: Chicago, Sheraton Towers Hotel.

Nov. 10-12: Detroit, Hotel Sheraton.

Nov. 13-16: New York City, Sheraton Atlantic Hotel.

Storage plant tender reissued by Greece

The Retirement and Welfare Fund of Agricultural Cooperative Organizations, (TAYSO), Greece, has announced a tender with a bid deadline of November 28 for the procurement and installation of mechanical equipment for its cold storage plant at Thessaloniki.

Previous bids on tenders for this equipment were found to be unsatisfactory and cancelled.

A refrigeration storage and ice making plant is under construction at Thessaloniki. There are two main buildings.

Building "A" will have 24 rooms used for storing animal food stuff. Each room will be 39.4 x 19.7 x 13.1 ft. in dimension or approx. 10,000 cu. ft.

Building "B" will have eight rooms with the engine room in the middle and the ice making plant above it. Each room will be 60.7 x 29.5 x 16.4 ft. in dimension or approx. 29,000 cu. ft.

Detailed information is provided in the tender. Blueprints of the plant can be obtained from Mr. S. M. Mitsialis, Fast Photocopying Laboratory, 11 Kolokotroni St., Athens. Each set of these blueprints costs U.S. $6.67 plus mailing charges.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the GIEC Division, BDSA, Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-5589).

Iraq extends bid deadline on sulphur recovery plant

The Directorate General of Industrial Design and Construction, Ministry of Industry, Baghdad, Iraq, has announced that the bid deadline for supply of the plant for the recovery of elemental sulphur has been extended to January 15, 1964. (INTERNATIONAL COMMERCE, September 30, p. 35).

This tender calls for the engineering, supplying, erecting and commissioning of a plant for the recovery of elemental sulphur, liquified petroleum hydrocarbons, and the cleaning and preparing of outcoming gases in Kirkuk (243 miles north of Baghdad).

Two sets of contract documents each consisting of two volumes (general conditions and specifications) may be obtained from the Embassy of Iraq, 1801 P St., NW., Washington, D.C., for $84, or from the Secretary of the Tender Opening Committee, Directorate of Accounts, Ministry of Industry, Baghdad, Iraq, for $84 plus airmail charges.

Suction dredge, tug desired in Thailand

The Port Authority of Thailand requests bids on a hydraulic cutterhead dredge and the service tug used to keep the dredge supplied.

The dredge should be diesel-powered and have a capacity of about 390 cu. yd. per hr. through about 1,000 ft. of discharge pipe. It should be equipped to operate 24 hr. per day, seven days a week.

The service tug should be diesel-powered, equipped for use as an anchor barge, pushing and towing, and a fuel supply boat. The hull is to be of welded steel not less than 27 ft. long and should attain speed of 7 to 8 knots. All engines are to be of the same make by a manufacturer who has a permanent representative in Thailand.

Specifications may be obtained from The Port Authority of Thailand, Klong Toi, Bangkok, Thailand. Bids are due December 15.

Agent in Norway

G. Stenberg, manufacturers' agent, 170 Ekebergveien, Oslo, Norway, wishes to act as agent for manufacturers of pumps for liquid propane-butane-ammonia, with a capacity of 220 m³ (approx. 7770 cu. ft.) per hr. at pressure height 122 m. and an inert gas generator, gas to be frozen at 51° C., for installation in a 4,000 ton tanker now under construction.

Firms having an interest in selling the foregoing equipment should contact the above named at the address given.

Mexico to invite bids for highway construction

The Mexican Government has announced that it will invite international competitive bids on construction and reconstruction of 19 highways.

The amount of work on each highway varies from 35 to 405 km. Total cost of all projects is estimated at $48 million. A series of bids, each on projects involving less than $2 million, will be invited by the Secretariat of Public Works.

The projects are to be completed during the years 1964, 1965, 1966.

The Secretariat of Public Works will prepare a list of firms that will be invited to submit bids on the basis of replies to 11 questionnaires included in a descriptive booklet of the projects. The booklet also includes a draft contract, legal requirements, maps and other data.

Interested firms should consult the booklet, reproduce the attached questionnaires and submit the required information before December 10 to C. Secretario de Obras Publicas, Esq. Blvd. Xola Y Ave. Universidad, Mexico 12, D.F., Mexico.

A copy of the descriptive booklet in Spanish is available for loan to firms located in the U.S. from the Building Materials and Construction Industries Division, BDSA, Rm. 4002, Department of Commerce, Washington, D.C., 20230 (Telephone: 202-WO 7-3087).

New Zealand Government seeks radar simulator

The Air Department, Civil Aviation Administration, Wellington, New Zealand, has issued tender No. CAO 183/63 for the supply of a Precision Approach Radar (P.A.R.) Simulator for training use. The simulator will be used to train operators to operate STC type SLA3-B/2 PAR equipment.

The bid deadline is November 15. Copies of the Invitation to tender, conditions of supply, and specifications may be obtained from, and tenders should be addressed to, The Stores Manager, Civil Aviation Administration, Air Department, Private Bag, Wellington, C.1., New Zealand.

Copies of the bid documents may be borrowed on a short-term loan basis by firms located in the U.S. from the Electronics Division, BDSA 308, Rm. 4119, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4036).

Storage tanks requested

Mr. J.J. Hall (EC 3/Various 3731C), Crown Agents, 4 Millbank, London, SW. 1, England, on behalf of the Tanganyika Government, seeks information on three m.s. sectional storage tanks, each of 1585 U.S. gal. capacity.

Tanks should be approx. 3 meters x 2 meters and 1 meter in depth, formed from m.s. plates with bolted joints and complete with jointing material, bolts, stays, cleats for erection in Tanganyika.

Interested firms should send offers c&f Dar es Salaam with full details to the above address.

Aluminum rolling mill planned for Vietnam

The Societe Financiers Pour le Developpement de l'Industrie au Viet-Nam (SOFIDIV), 3 Vo-di-Nguy, Saigon, Vietnam, is now soliciting offers for machinery, equipment and technical assistance for an aluminum rolling mill capable of producing, from imported ingots, 4,000 tons of 7mm. squares (1 meter x 2 meters) and circles (10 cm. to 80 cm.) annually. A turnkey installation is preferred.

Suppliers are requested to submit offers of all machinery and equipment and must assume responsibility, under bond, for up to 24 months of production. Although this solicitation is taking place at a relatively early stage in Vietnamese planning for an aluminum rolling mill, offers are expected to be as complete and detailed as possible. Firms wishing to enter into direct preliminary discussion with SOFIDIV, however, are encouraged to do so.

SOFIDIV is a government-supported financial consortium having for its purpose the development of industry in Vietnam. Its capital of VN$200 million (the equivalent of US$3⅓ million) came entirely from the Vietnamese Government and is to be used as equity investment in new industrial ventures. The corporation to be formed for the new aluminum rolling mill is expected to have 55% SOFIDIV capital and 45% local private capital.

Although SOFIDIV appears to have all the necessary capital for this project, equity participation of from 20% to 33% might be approved upon the insistance of the supplier of the equipment. SOFIDIV is also interested in discussing technical assistance in the establishment and operation of this plant, and whether bidding or not on the supply of this equipment, firms which are interested in rendering technical assistance are invited to write to SOFIDIV for further information.

Copies of specifications and bidding conditions in French are available to firms located in the U.S. from the Metalworking Equipment Division, BDSA, Rm. 4210, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-5652).

Bid procedures announced by Mexican Government

The Secretariat of Public Works of the Government of Mexico has announced procedures for qualifying for bidding the purchase of the following equipment:

Rotary drills, bits and other equipment; laboratory equipment, including nuclear equipment for the determination of density and humidity; radio communications equipment; vehicles, including automobiles, trucks, chassies and tractors; and machinery, including road construction equipment, agricultural and track trailers.

Interested persons and firms are required to submit documents qualifying them to submit bids by November 20. Invitations will be issued subsequently by the Mexican Government during this year or 1964.

Firms interested in bidding on any of these purchases must qualify by November 20 as there will be no further opportunities to do so.

All firms selected to participate in the bidding, on receipt of the invitation from the Secretariat of Public Works, should send or designate a representative to obtain bidding information documents from the Secretariat. Successful bidders must also comply with all the requirements stated in the Preliminary Section of the Instruction Booklet.

Copies of the Instruction Booklet (and English translation by the U.S. Embassy) forms, and specifications (in Spanish only) are available on two-day loan basis from the Commodity Export Promotion Staff, Trade Opportunities Unit, BDSA, Washington, D.C., 20230. (Telephone: 202-WO 7-4674).

Correspondence on this invitation to bid should be addressed to C. Secretario de Obras Publicas, Esquina Boulevard Xola y Avenida Universidad, Mexico 12, D.F., Republica Mexicana.

Argentina will construct concrete water pipeline

The Argentine Secretariat of Public Works under tender No. 34361/63 invites bids for the construction of a concrete water feeder pipeline for its Lanus water reservoir project.

The work consists of construction of feeder lines between the trifurcation chamber located at the intersection of Pozos and Constitucion Streets in the city of Buenos Aires and the aspiration chamber of the above mentioned water reservoir.

The pipeline will be of reinforced concrete, 3.8 meters in dia. and will have an approx. length of 8,800 meters. Approx. $5 million has been appropriated for the work.

The bids will be opened at 3:00 p.m., December 20, at the Main Office of the Administracion General de Obras Sanitarias de La Nacion, Buenos Aires, Argentina. Bidding documents may be consulted at the Economic Counselors' Office, Argentine Embassy, 1600 New Hampshire Ave., NW., Washington, D.C., or purchased at Charcas 1840, Buenos Aires, Argentina.

New Zealand asks bids on measuring equipment

The Civil Aviation Administration, New Zealand, has issued tender No. CAQ 201/63 calling for one dual distance measuring equipment, 1000 mc/s, in conformity with the international specification, ICAO Annex 10, Part I, Section 3.6.

The equipment is for an unattended station near Nandi, Fiji, with a Wilcox VOR, type 483A, now in operation at the site.

Bid deadline is December 4.

Copies of the tender documents may be obtained from the Stores Manager, Civil Aviation Administration, Private Bag, Wellington, New Zealand. Also copies are available on a short-loan basis to firms located in the U.S. from the Electronics Division, BDSA, Rm. 4119, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-967-4036).

Cyprus desires equipment for Moni Power Station

The Electricity Authority of Cyprus requests bids for the supply and erection of equipment to be installed in the Moni Power Station.

Contract F includes ten 66 kv., 3 phase, 1,000 mva outdoor circuit breakers complete with busbars; circuit connections; steel structures; lightning arresters; control, relay and metering panels; generator control desk and synchronising equipment. The tender must be received by the Electricity Authority no later than 12 noon, December 16.

Tender documents may be obtained from the Electricity Authority of Cyprus, P.O. box 449, Photiou Staurou Pitts, Nicosia, Cyprus, on receipt of payment of $56.00 not refundable.

The tender announcement and a brief description of the contract may be obtained from the Power and Electrical Equipment Division, BDSA, Rm. 4124, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4242).

Greece needs machinery for seed production

The Ministry of Commerce, State Purchases Directorate "C," 50 Socrates St., Athens, Greece, has announced tender No. C/699/63 for the procurement of seed production equipment for the Ministry of Agriculture with a deadline of November 12.

Among the items required are: ten electric seed counters; five luminous germinators of seeds, Jacobston type; 40 germinators of seeds of regulated temperature (15 pieces large size and 25 small size); and 20 bag stitching machines.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the GIEC Division, BDSA, Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-5589).

Australia extends deadline for condenser tenders

The State Electricity Commission of Victoria, Australia, has announced the extension of the bid deadline for the supply and installation of two synchronous condensers and associated plant equipment for the Fisherman's Bend and Templestowe Terminal Stations (INTERNATIONAL COMMERCE, October 7, p. 34).

The closing date for the tender has been extended from December 2 to January 13.

A copy of the specification and contract conditions is available for review only in Rm. 4124, Power and Electrical Equipment Division, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WOrth 7-4242).

Ceylon wants fish

Ceylon's Co-operative Fish Sales Union, Ltd., P.O. box 269, Rock House Lane, Colombo 15, Ceylon, has indicated that they will purchase fish from any foreign fishing or research vessels which call at the ports of Colombo during their voyage.

Interested firms should contact the organization at the above address for further details.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign recipients under Agency for International Development (AID) loans and grants. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4203. Telephone: 202-WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 1830 B. Telephone: WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field Crop Farms

GREECE—Dried beans, lentils, peas in bulk. Requests replies from shippers with price quotations. A. Litos & Co., (importer), 5 Kalapothaki St., Thessaloniki.

012 Vegetable Farms

ENGLAND—California black-eye beans. Direct purchase and agency. Aloy Peries, (importer, commission merchant), 157 Gloucester Terrace, London, W.2. WTD 10/2/63.

JAPAN—Almonds. Direct purchase and agency. Tabata & Co., Ltd., (manufacturer, wholesaler, retailer, importer, exporter), 23 Niban-cho Kawaraya-machi, Minami Ku, Osaka.

013 Livestock Farms

SINGAPORE—Day-old chicks; requests price quotations cif Singapore. Type required—layers of brown eggs, table birds; feathers—red/brown. Must conform with Singapore Government import regulations. Lian Wah Hang. 109/111-A Market St., Singapore 1. WTD 9/30/63.

019 Commercial Farms

GERMANY—Garden utensils, particularly newly developed commodities such as "flower meadows" (paper strips impregnated with flower seeds). Metallkunst F. Schattmaier, 7888 Rheinfelden/Baden, Nollinger Strasse 8. WTD 4/22/63.

201 Meat Products

PHILIPPINES—Frozen chickens, 20,000 kilos monthly. The Aristocrat, Inc., Dewey Blvd., corner San Andres St., Manila.

SYRIA—Canned chicken meat. Direct purchase and agency. Omar Kahwati, (importer, commission agent, manufacturer), Baghdad Station Str., Aleppo. WTD 10/4/63.

■ **TURKEY**—Native packer steer hide croupons or native packer steer hides, wgt. 34-38. hides, 75-80 lb. 90% first, 10% seconds. Cif Istanbul. Approx. $6,600. U.S. source. PA No. 277-4701-000-356-3001. Quotation date November 15. Kostanti Zaharopulos, Ucdireklu, Han No. 6, Sirkeci, Istanbul. SBC-422.

202 Dairy Products

HONDURAS—Powdered Milk—requests price quotations, cif Honduras port; direct purchase and agency. Droguería Hasther, S. de R. L., (importer, wholesaler), P.O. box 473, Tegucigalpa, D.C. WTD 9/20/63.

SYRIA—Powdered milk (specifically for children). Direct purchase and agency. Omar Kahwati, (importer, commission agent, manufacturer), Baghdad Station Str., Aleppo. WTD 10/4/63.

203 Canning, Preserving Foods

ENGLAND—Canned fruit juices, fruits, vegetables, meat, fish, other foods. Cearns & Brown, Ltd., (wholesaler), Mawdsley St., Liverpool 20. WTD 10/2/63.

GREECE—Canned squid, mackerel; requests replies from shippers with price quotations. A. Litos & Co., (importer), 5 Kalapothaki St., Thessaloniki.

SYRIA—Canned and preserved fruits, vegetables, sea food. Direct purchase and agency. Omar Kahwati, Baghdad Station Str., Aleppo. WTD 10/4/63.

205 Bakery Products

NORWAY—American bakery specialties direct from manufacturer. A/S Jorgensens Bakeri & Konditori, (wholesaler, retailer), 1 Lille Markevei, Bergen. WTD 10/3/63.

207 Confectionery

ENGLAND—Confectionery: medium-priced original and attractive novelty lines for children. Mushpro, Ltd., (importer), 2A Ashdown St., London, NW.5. WTD 10/2/63.

HONDURAS—Seedless Raisins; requests price quotations, cif Honduras port; direct purchase and agency. Droguería Hasther, S. de R. L., (importer, wholesaler), P.O. box 473, Tegucigalpa, D.C. WTD 9/20/63.

208 Beverage Industries

SPAIN—Wine, liquors; direct purchase and agency. Saccone & Speed, (Iberia), S.A., (importer, wholesaler, manufacturers' representative), Avda. del Generalisimo 66, Madrid. WTD 8/26/63.

220 Textile Mill Products

FRANCE—Unbleached cotton and artificial fiber fabrics. Direct purchase and agency. Bureaux Textiles, (importing wholesaler, commission merchant), Edgar Zaessinger, 19 rue de Turenne, Mulhouse-Brunstatt, (Haut-Rhin). WTD 2/19/63.

Printed cotton, nylon, rayon, silk fabrics; requests replies in French. Societe Centrale Cotonniere de l'Est, (importing wholesaler), 14 Quai Colonel Serot, Epinal, (Vosges). WTD 2/19/63.

NIGERIA—Piece goods, pure dacron, dacron, and wool, dacron and cotton. End-of-season and clearing lines. Manufacturers' odd lots. Requires samples. International Supplies, Ltd., (importer), 16 Williams St., P.O. box 996, Lagos. Cable, INTERSUP Lagos.

NORWAY—Piece goods of laces, lining materials for ladies' outerwear. Arthur Hurum A/S, (importing wholesaler), 20 Kongensgate, Oslo. WTD 7/30/62.

Piece goods of down cambrics and feather cloth for the Norwegian Cooperatives' plant for manufacture of pillows, cushions and bed quilts. Norges Kooperative Landsforbund, (purchasing corporation), 2 Revierstredet, Oslo. WTD 7/2/63.

221 Broad Woven Fabric Mills, Cotton

AUSTRALIA—Cotton fabrics suitable for umbrellas. Direct purchase and agency. Mrs.

Arnold Broese Van Groenou, Director, Brosalco, Pty., Ltd., (Trading as A. Broese & Co.) (importer, wholesaler), 199 Clarence St., Sydney. WTD 6/5/63.

ENGLAND—Cotton and synthetic fiber fabrics. Direct purchase and agency. Twente Textiles, Ltd., (sales agent), 12a Finsbury Sq., London, EC.2. WTD 10/2/63.

222 Broad Woven Fabric Mills, Man Made Fiber, Silk

AUSTRALIA—Synthetic fabrics suitable for umbrellas (nylon, silk). Direct purchase and agency. Mrs. Arnold Broese Van Groenou, Director, Brosalco, Pty., Ltd., (Trading as A. Broese & Co.), (importer, wholesaler), 199 Clarence St., Sydney. WTD 6/5/63.

BRITISH GUIANA—Synthetic textiles for women's dresses. Direct purchase and agency. Evan Wong and Son, Ltd., (importer, wholesaler, retailer), 3 High St., P.O. box 162, Georgetown. WTD 8/2/63.

DENMARK—100% nylon fabric 45" wide, 70 to 100 denier, white, solid colors and one-colored prints, for ladies' uniforms; quotations on cif Copenhagen. Direct purchase and agency. Sample of type material desired is available on a loan basis from the Trade opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C., 20230. Erik Bøgh, (commission merchant, agent), Peter Bangsvej 155, Copenhagen F. WTD 9/30/63.

223 Broad Woven Fabrics, Wool

GUATEMALA—Men's suiting fabrics: wool and mixed dacron/wool. Schacher Hermanos, —"Schacher," (importer, retailer), Apartado Postal No. 75, 9a. Calle 6-62, Zona 1, Guatemala City. WTD 10/8/63.

225 Knitwear

LIBYA—Orlon sweaters, especially twin sets, for women, misses; men's full-fashioned hose. Carnaval de Venise, (importer, retailer), P.O. box 43, Benghazi. WTD 6/10/63.

NETHERLANDS—Men's shirts: medium and low-priced. Firma J.F. van Cleef, 95 O.Z. Achterburgwal, Amsterdam. WTD 8/23/63.

Knitted apparel: medium and low-priced. Firma J.F. van Cleef, (importer), 95 O.Z. Achterburgwal, Amsterdam. WTD 8/23/63.

228 Yarn, Thread Mills, Products

● **BURMA**—Cotton embroidery thread, guaranteed fast color, quantity 18,000 boxes of 24 skeins each, and 10,000 cartons of 10 balls each. Cotton crochet thread, quantity 6,000 cartons of 10 balls each. Tender No. 106/PA-3/63, bid deadline November 15. Chairman, Civil Stores Committee No. (2), No. 77/91, Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WOrth 2-4294).

ISRAEL—All kinds of synthetic fibers, yarns, especially nylon filament yarn, nylon stretch yarn, sparkling nylon, other effect fibers, yarns; requests prompt offers with samples and price lists. Agency and direct purchase. M. Kimelman, Import Agencies, P.O. box 9048, Tel Aviv. WTD 9/23/63.

■ **TURKEY**—Rayon viscose yarn, 100 and 120 denier, in cones or in hanks, bright or dull, inferior quality. Approx. $51,000. S/A No. 2055. Ragbet Manifatura Evi Moiz Sadaka, Fincancilar Ak Han 13, Istanbul. Cable, SUZIMO, Istanbul.

■ Nylon yarn, stretch, natural or dyed, 60 denier, 2 ply. Approx. $11,000. S/A No. 002085. Ahmet Ziya Kilicci Ogullari, Kasim Kilicci Huseyin Kilicci, Kollektif Sirketi Galata, Tersane Caddesi No. 194, Kilicci Han Kat. 2, Istanbul.

■ Nylon yarn, 60/1 and 70/1 denier. Approx. $18,000. S/A No. 2083. Isak Baler, Yolgecen Havlucular Cikmazi 10, Bursa.

■ Rayon viscose yarn, 100 and 120 denier, dull and/or bright, inferior quality, in hanks or cones. Approx. $11,500. S/A No. 2082. Isak Baler, Yolgecen Havlucular Cikmasi No. 10, Bursa.

All the above U.S. source. Quotation deadline November 9. SBC-416.

■ Nylon yarn, unthrown, 60, 70, 100, 140 denier. Approx. $15,000. S/A No. 1856/206095. PA No. 277-540-356-901-3234. Leon Hason ve Ortaklari kollektif sirketi, Istanbul.

■ Nylon stretch yarn, 70/2 denier, natural, dyed. Approx. $9,800. S/A No. 002075. Ayetullah Keser, Mercan, Tacirhane Sok. Kazova han Kat 3 n.6, Istanbul.

■ Nylon yarn, raw or colored, 60/1 and 70/1, 60/2 and 70/2 denier. Approx. $79,600. S/A No. 2060. Ragbet Manifatura Evi Moiz Sadaka, Fincancilar Ak Han 13, Istanbul.

All the above U.S. source. Quotation deadline November 7. SBC-416.

■ Nylon yarn, raw or colored, 60/2 and 70/2 denier. Approx. $76,000. S/A No. 2086. Vahit Kaya Ve Halit Guzelyildiz Koll. Sti. Mercan Tacirhane sok. Bitol Han Kat 2 No. 8, 9, Istanbul.

■ Rayon viscose yarns, acetate yarns, 60-300 D., bright and dull. Approx. $15,800. S/A No. 2062. Sabatay Siva, Fincancilar Yusufyan han No. 71, Istanbul.

■ Nylon yarns, 60 denier, 13, 18 or 20 filaments, natural semi-dull, untwisted, on cones or cops, first or substandard quality; nylon yarns, 70 denier, 17 filaments, natural semi-dull, untwisted, on cones or cops, first or substandard quality; nylon stretch yarns, 60 denier, 20 filaments, natural, on cones, first quality; nylon stretch yarns, 70 denier, 20 filaments, natural, on cones, first quality; 60 denier, 13 or 18 filaments, 300 or 450 tpm, natural, on cones or cops, first or substandard quality. Approx. $12,000. S/A No. 002072. Moiz Kohen, Mahmutpasa Irfaniye Carsisi Manastir han No. 4, Istanbul.

All the above U.S. source. Quotation deadline November 9. SBC-416.

■ Nylon stretch yarn, 70/2 denier, natural and dyed. Approx. $10,000. S/A No. 002090. Sureyya Kuntol ve Isak Bahar Kol. Sti, Yesildirek, Cesnici Sok. n. 13/4, Istanbul.

■ Synthetic yarns, bright or dull or semi-dull, standard or substandard or first quality, 30, 40, 50, 60, 70, or 100 denier, on cones. Viscose or acetate or bemberg yarns, bright or dull, standard or substandard or first quality, 60, 75, 100, 120, 150, 200, or 300 denier, colored or uncolored, on cones. Approx. $6,000. S/A No. 2084. Guven Ithalat Ilva Salfati ve Ort. Sultanhamam, Gurun Han No. 302, Istanbul. Cable, GUVIT, Istanbul.

■ Nylon yarn, 60/2, conventional twist, colored. Approx. $6,000. S/A No. 002069. Yani Soganciogl u Kapalicarsi Yaglikcilar, Astarci Han No. 25, Istanbul.

■ Strech yarn, nylon, 60/2 den. and 70/2 den., natural and dyed; nylon yarn for weaving, 60 denier 20 filament, 70 denier 20 filament. Approx. $7,500. S/A No. 2059. Hasan Tecimer ve Oglu Koll. Sti. Mahmutpasa Oztaspasaji No. 205, Istanbul. Cable, same.

All the above U.S. source. Quotation deadline November 7. SBC-416.

■ Nylon stretch yarn, denier 60/2 and 70/2, natural. Approx. $15,000. S/A No. 2071. Isak Baruh, Mahmutpasa Bezciler Sokak Ugurlu Han No. 301/309, Istanbul.

■ Nylon yarn, 70/34/0-70/20/0; nylon stretch yarn, 70/2 den., natural, dyed. Approx. $9,000. S/A No. 002087. Halil Ipekci, Mercan, Tacirhane Sok. Kazova han Kat 3 n.7, Istanbul.

■ Raw yarn, flat and twisted, 60/1, 70/1; stretch yarn, raw and colored, 60/2, 70/2; rayon viscose yarns, acetate yarns, 60-300 D., bright and dull. Approx. $10,000. S/A No. 2064. Hazday Sadaka, Sultanhaman B. Corapci han no. 4, Istanbul.

■ Nylon yarn, conventional twist, 60/2, colored. Approx. $5,800. S/A No. 002089. Dursun Kolcu Mercan Tigcilar Caddesi, Seferulhayir han No. 25, Istanbul.

All the above U.S. source. Quotation deadline November 9. SBC-416.

■ Nylon stretch yarns, 40/13/0, 60/17/0-60/20/0, 70/17/0-70/20/0, natural; 60/2, 70/2, 90/2 natural and dyed. Approx. $11,000. S/A No. 2132.

■ Nylon yarns, 40/13/0, 60/17/0-60/20/0, 70/17/0-70/20/0 natural; nylon stretch yarns, 60/2, 70/2, 90/2 natural and dyed. Approx. $12,000. S/A No. 002131.

■ Nylon yarns, 40/13/0, 60/17/0-60/20/0, 70/17/0-70/20/0 natural; nylon stretch yarns, 60/2, 70/2, 90/2 natural and dyed. Approx. $5,500. S/A No. 2130.

■ Nylon yarns, 40/13/0, 60/17/0-60/20/0, 70/17/0-70/20/0 natural; nylon stretch yarns, 60/2, 70/2, 90/2 natural and dyed. Approx. $10,500. S/A No. 002070.

All the above U.S. source. Quotation deadline November 9. Testas Ticaret ve Sanayi A.S., Topkapi Maltepe Gumussuyu 24, Istanbul. SBC-416.

■ Nylon yarn, 40/13/10; nylon stretch yarn, 60/2 denier natural, 70/2 denier natural and dyed. Approx. $65,000. S/A No. 002091. Ayaz Bayburi, Yesildirek, Hocahan Sok. n. 6, Istanbul.

■ Nylon yarns, 60 and 70 denier, 18 filaments, semi-dull, or dull, on cones. Rayon yarns, 100 and 75 denier, 40 filaments, bright or dull, on cones or in hanks. Approx. $9,900. S/A No. 002058. Benko Dokumacilik Limited Sirketi, Fomara alti, Mer'a yeri, Sencan sokak 13/15, Bursa. Cable, KOHASON, Istanbul.

■ Synthetic yarns, bright or dull or semi-dull, standard or substandard or first quality, 30/40/50/60/70/100 denier, on cones. Approx. $7,000. S/A No. 002070. Yasef Benezra, Cakmakcilar Sunbullu han No. 16, Istanbul. Cable, YASEF BENEZRA.

■ Nylon stretch yarn, 60/2 natural and dyed, 70/2 natural and dyed. Approx. $9,000. S/A No. 002081. Ibrahim Vicdani Mahdumu, Guven Buke ve Ort. Koll Sti, Mahmutpasa Kucukcorapci, Han No. 4, Istanbul.

All the above U.S. source. Quotation deadline November 7. SBC-416.

■ Viscose rayon yarns, 100 or 120 denier, bright, in hanks or cones. $5,200. Import license No. 002088. Nisim Saban, Tahmis Sokak Kuru Kahveci Han 4, Istanbul.

■ 60 denier, nylon yarn, semi-dull on metal spools, approx. 20,000 lb. IL#3/28. Naylonteks Ticaret Ve Sanayi A. S., Demirhane C. No. 217, Zeytinburnu, Istanbul.

■ Synthetic yarns, for knitting, weaving, hosiery, 60/1, 70/1, 60/2, 70/2. Approx. $13,000. IL Nos. 002066 and 002079. Elia Kapuano Ve Mahdumu Koll. Sti., Fincancilar

Caddesi No. 8, Istanbul. Synthetic yarns, for knitting, weaving hosiery, 60/1, 70/1, 60/2, 70/2. Approx. $12,100. IL#002074.

■ Nylon synthetic yarns, 60/1 and 70/1 denier, approx. $12,100. IL#2078. Synthetic nylon yarns, 60/1 and 70/1 denier, approx. $5,200. IL#2080. Synthetic nylon yarns, 60/1 and 70/ denier, approx. $9,900. IL#2065. Emniyet Ticaret Koll. Sti., Bunyamin Ve Nesim Mirzrahi. Hasircilar No. 9/1, Istanbul.

All the above are U.S. source. Quotation date November 13. SBC-419.

■ Nylon yarns 60 and 70 deniers, 18 filaments, semi-dull or on cones; rayon yarns 100 and 75 deniers, 40 filaments, bright or dull, on cones or in hanks. $21,700. Import license No. 002073. Nylon yarns 60 and 70 deniers, 18 filaments, semi-dull or dull on cones; rayon yarns 100 and 75 deniers, 40 filaments, bright or dull, on cones or in hanks. $18,700. IL# 002067. Nylon yarns 60 and 70 deniers, 18 filaments, semi-dull or dull on cones; rayon yarns 100 and 75 deniers, 40 filaments, bright or dull, on cones or in hanks. $15,500. IL# 002063. Quotation date November 3. U.S. source. Ozcan Dincer Ve Ortagi Kolleltif Sirketi. Asirefendi Cad. Gurun Han 247, Istanbul. Cable, CANBEN, Istanbul. SBC-419.

229 Textile Goods

AUSTRALIA—All types of high-quality woven jute textile wall coverings. Direct purchase and agency. Mrs. Arnold Broese Van Groenou, Director, Brosalco, Pty., Ltd., (Trading as A. Broese & Co.), (importer, wholesaler), 199 Clarence St. Sydney. WTD 6/5/63.

BELGIUM—Flax, hemp, sisal, jute, cotton, other textiles wastes, rags; big quantities are desired. A. & A. Demeulenaere, S.A., (importer, exporter, manufacturer), 33 Vladostraat, Werken (Zarren), WTD 4/2/63.

NEPAL—Wool tops, 60s, 64s and 70s, 2½" to 4½" staple; requires up to 2,000 lb. daily; requests samples and prices cif Calcutta. Golcha Woolens, Pvt., Ltd., (manufacturer), P.O. box 171, Kathmandu.

230 Apparel

GERMANY—Odd lots of western style clothing articles, accessories. Schapira's Texas Import Western Stores K.G., 37 Boernestrasse, Frankfurt/Main. WTD 9/20/63.

NORWAY—Lingerie, nightwear, knitwear (sweaters) for ladies, misses. Arthur Hurum, A/S, (importing wholesaler), 20 Kongensgate, Oslo. WTD 7/30/62.

231 Men's, Youths', Boys' Suits, Coats, Overcoats

GUATEMALA—Men's suits, jackets, trousers, coats. Schacher Hermanos, "Schacher," (importer, retailer), Apartado Postal No. 75, 9a. Calle 6-62, Zona 1, Guatemala City. WTD 10/8/63.

LIBYA—Men's suits, ready-to-wear, in wash-and-wear fabrics; both light summer wgts. and in-between wgts. suitable for spring or fall. Farag O. Bujezia, (importer, retailer), P.O. box 116, Benghazi. WTD 5/1/63.

233 Women's, Misses', Juniors' Outerwear

LIBYA—Women's, misses' and juniors' cotton dresses; interested particularly in wash-and-wear fabrics. Carnaval de Venise, (importer, retailer), P.O. box 43, Benghazi. WTD 6/10/63.

NETHERLANDS—Women's shirts, medium and low-priced. Also interested in old stocks. Firma J.F. van Cleef, 95 O.Z. Achterburgwal, Amsterdam. WTD 8/23/63.

NORWAY—Aprons, dusters; requests replies from manufacturers only; direct purchase and agency. Bjarne Holst & Co., (importing wholesaler, manufacturers' agent), P.O.B. 5039, Oslo NV. WTD 7/29/63.

238 Apparel, Accessories

LIBYA—Leather belts; men's and women's sizes. Carnaval de Venise, (importer, retailer), P.O. box 43, Benghazi. WTD 6/10/63.

239 Fabricated Textile Products

AUSTRALIA—Unique or exclusive trimmings for clothing, millinery, shoes. Elite Supply Co., (importer, wholesaler), 230 Brunswick St., Fitzroy, Victoria. WTD 9/17/63.

All types of place mats for table settings (both woven fabric and pressed plastic). Direct purchase and agency. Mrs. Arnold Broese Van Groenou, Director, Brosalco, Pty., Ltd., (Trading as A. Broese & Co.), (importer, wholesaler), 199 Clarence St., Sydney. WTD 6/5/63.

● **CEYLON**—Tents, double-fly, officers', size of inner tent 12′ long, 10′ wide, 9′ high, 4′ walls, quantity 100. Outer flys for officers' tents, size 13′ long by 23′ overtop with rectangular porticos, quantity 315. Tents, double-fly, laborers', size of inner tent 12′ long, 12′ wide, 9′ high, 4′ walls, quantity 140. Outer flys for laborers' tents, size 13′ long by 26′ overtop with triangular porticos, quantity 350. Tents and flys of green canvas, wgt. 15-16 oz. per sq. yd., and to be numbered and/or bear Ceylon Government mark. Bid deadline November 26. Chairman, Tender Board, Ministry of Lands, Irrigation and Power, P.O. box 500, Colombo.★ (Telephone: 202-WOrth 2-4294).

ITALY—Slide fasteners, hooks for trousers, rubberized inner straps for trousers, heat-activated adhesive fabrics and suit and coat findings of all kinds. Direct purchase and agency. Lessing-Rappresentanze, via A. Peyron, 12, Torino.

242 Sawmills, Planing Mills

FRANCE—Sawed lumber, hard or soft woods of all types; plywood, wood panels, wainscoting, related materials of good quality suitable for the French furniture and building industries, including the making of pre-fabricated houses; requests replies in French. Agency and/or distributorship for Bordeaux and region preferred. Direct purchase and agency. Societe Europeenne des Bois, (wholesaler), 20 rue Jules-Steeg, Bordeaux, Gironde. WTD 6/6/63.

■ **GREECE**—Douglas fir, rough green No. 2 clear and better, graded per "R" export list, anti-stain treated, 2" x 4" to 2" x 12" or wider, 8′-20′ or longer. No. 3 clear acceptable up to 15% max. $20,000. John Nitsos, Lumber Merchant, 49 Palamidiou St., Athens.

■ Douglas fir, rough green No. 2 clear and better, graded per "R" export list, anti-stain treated, 2" x 4" to 2" x 12" or wider, 8′-20′ or longer. No. 3 clear acceptable up to 15% max. $20,000. Const. Hadjis, 3g Mavromichali St., Piraeus.

■ Douglas fir, rough green No. 2 clear and better, allowing max. 15% No. 3 clear, graded per "R" export list, anti-stain treated, 2" x 4" to 12" or wider, 8′-20′ or longer. $25,000. Costas Charalmbides, 51 Ionos Dragoumi, Thessaloniki.

■ Douglas fir, rough green No. 2 clear and better, allowing max. 15% No. 3 clear, graded per "R" export list, anti-stain treated, 2" x 4" to 2" x 12" or wider, 8′-20′ long. $30,000. Michel Vaikoussis, 10 Kritis St., Athens.

All the above for loan No. 240-H-028. U.S. source. Quotation deadline November 12. Price per 1000′ fbm, cif Piraeus. SBC-417.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

FRANCE—Rolling shutters with aluminum or wooden slats; requests replies in French. Direct purchase and agency. Etablissements A. Cazabon, (manufacturer), 3 Grande rue Marengo, Toulouse, Haute-Garonne. WTD 4/24/63.

249 Wood Products

AUSTRALIA—High-quality wooden giftware, including: bar accessories, ashtrays, vases, bowls. Direct purchase and agency. Mrs. Arnold Broese Van Groenou, Director, Brosalco, Pty., Ltd., (Trading as A. Broese & Co.), 199 Clarence St., Sydney. WTD 6/5/63.

252 Office Furniture

● **ETHIOPIA**—Fifty four-drawer steel filing cabinets, approx. size, 4′ 6″ ht., 1′ 6″ width, 2′ 0″ deep; and visible index card cabinets, in steel, with hinged card holders, sufficient for 20,000 cards. Bid deadline November 11. Surveys and Lands Dept., Municipality of Addis Ababa, P.O. box 356, Addis Ababa, attn: Mr. F. Lund, Chartered Surveyor.★ (Telephone: 202-WO 7-3518).

253 Public Building Furniture

AUSTRALIA—Chairs, seats, student desks for lecture rooms, theater, folding chairs, chairs with writing board; requests catalogs, other illustrative literature. J. P. Birrell, University Architect, University of Queensland, St. Lucia, Brisbane, Queensland.

259 Furniture, Fixtures

FRANCE—Venetian blinds, material hardware suitable for manufacturing venetian blinds, such as slats, cords, tapes. Direct purchase and agency. Requests replies in French. Etablissements A. Cazabon, (manufacturer), 3 Grande rue Marengo, Toulouse, Haute-Garonne. WTD 4/24/63.

GERMANY—Roller window shades for outside installation. Direct purchase and agency. Jalousie-G.m.b.H., Rademacher & Kinzler, 7411 Sondelfingen/Wuerttemberg bei Reutlingen, Grundweg 20. WTD 8/19/63.

262 Paper Mills, Products

● **GUATEMALA**—Ledger paper: 24 tons, white, watermarked, 26" x 34½"/500-71 lb. in quality as per specification. Deadline for sealed bids November 19. Tender No. 11-63. Specifications available at Taller National de Grabados en Acero, 60. Avenida 40-65, Zona 8, Guatemala City—Departamento de Bienes Nacionales, Licitaciones y Asuntos Alemanes, 3a. Calle 3-49, Aona 1.

PAKISTAN—Gift wrapping paper. Direct purchase and agency. Book Center, (importing distributor, commission merchant), 49, The Mall, Lahore. WTD 9/30/63.

266 Building Paper, Building Mills, Products

GERMANY—Acoustical tiles—newest types. Direct purchase or agency. Holzwerke H. Wilhelmi oHG, 6301 Dorlar near Giessen, Am Bahnhof, or P.O. box 21540, Giessen. WTD 9/19/63.

272 Periodicals, Publishing Printing

ITALY—Magazines dealing with electrotechnics and electronics. Istituto Elettrotecnico Nazionale "Galileo Ferraris", Corso Massimo D'Azeglio, 42, Torino.

PAKISTAN—Scientific and technical periodicals, subscription. Direct purchase and agency. Book Center, (importing distributor, commission merchant), 49, The Mall, Lahore 3. WTD 9/30/63.

273 Books

GERMANY—New English language books, periodicals in the following fields: medicine; technology; jurisprudence; industrial management and economics. Request price quotation c.i.f. European ports. Vereinigte Universitaets - U. Fachbuchhandlungen, (retailer), Oskar Mueller - Trewendt & Granier - Herm. Sack GmbH., 1 Richard-Wagner-Str., Eingang Habsburgerring, 5 Koeln 10. WTD 9/9/63.

New German language books, periodicals in the following fields: medicine; technology; jurisprudence; industrial management, economics. Vereinigte Universitaets-U. Fachbuchhandlungen, Oskar Mueller-Trewendt & Granier-Herm. Sack GmbH., 1 Richard-Wagner-Str., Eingang Habsburgerring, 5 Koeln 10. WTD 9/9/63.

PAKISTAN—Scientific, educational, medical, law, technical, general books. Direct purchase and agency. Book Center, (importing distributor, commission merchant), 49, The Mall, Lahore 3. WTD 9/30/63.

275 Commercial Printing

SOUTH AFRICA—Playing cards. Direct purchase and agency. Arthur E. Harris, (Pty.), Ltd., P.O. box 1199, Johannesburg. WTD 10/9/63.

277 Greeting Card Manufacturing

PAKISTAN—Christmas cards, birthday cards. Direct purchase and agency. Book Center, (importing distributor, commission merchant), 49, The Mall, Lahore 3. WTD 9/30/63.

281 Industrial Chemicals

BELGIUM—Raw materials used in plastic industry, such as: Bakelite, uree formaldehyde. Direct purchase and agency. E.J. Kennes & Co., (importer, exporter, wholesaler, agent), 80 Meir, Antwerp. WTD 2/13/63.

CEYLON—Solutions for plating of costume jewelry, watch straps, cases. E. Francis Perera & Co., (importing distributor, manufacturer, electroplaters), 12 Yatinuwara Vidiya, Kandy.

■ **GREECE**—Hycar 1052, 10 tons. Quotation date November 8. Evangelos P. Skondras, 37 Academy St., Athens.

■ Monoethanolamine, in drums, 40 tons; Benzotriazole, in drums, 2 tons. Quotation date November 9. Viochrom, S.A., Aniline Dyestuff Industry-Eleftheriou Venizelou 1, Aigaleo, Athens.

Both are for loan No. 240-H028. U.S. source. SBC-415.

■ **INDIA**—N-butyl-alcohol, 58,000 kilos. Tender No. BS-166/AID. Loan No. 386-H-082. Bid deadline November 14. Specifications and conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008. For: The Hindustan Antibiotics, Ltd., Pimpri. SBC-418.

■ Phosphoric acid, 192,000 kilos. Tender No. BS/167/AID. Bid deadline November 13.

■ Methyl alcohol, 200,000 kg. Tender No. BS-168/AID. Bid deadline November 14.

Both the above are for loan No. 386-H-082. U.S. source. Specifications and conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008. Required by The Hindustan Antibiotics, Ltd., Pimpri. SBC-413.

● **IRAN**—Carbon activated, 25,000 kg. Bid deadline November 17. The Iranian Factories Co., Sugar Industries Section; Foreign Purchase Dept., Sepah-Estakhr Ave., Tehran. Specifications in French.★ (Telephone: 202-WO 7-3420).

PAKISTAN—Chemicals for leather tannery as follows: oropon "N" (10 tons); bates (10 tons); basic chrome salt (40 tons); synthetic tannins (40 tons). Aziz Tanneries, Ltd., (manufacturer), 2 High St., Montgomery. WTD 9/30/63.

■ Resist salt L, 224 lb., calsolene oil hsa, 4480 lb., mercerol qw, 2240 lb., sandozol, ne, ultravan ju, 1000 lb. each albatex pok 479 lb., various dyes, fenanthra blue, orange, olive, brown calendon khaki, sandothrene gold orange, various quantities and c.i. Nos. Import license No. 219722. Loan No. 391-H-066. U.S. source. Quotations desired by November 2. M. S. Colony Textile Mills, Ltd., Ismailabad, Railway Station Muzaffarabad, Multan.★ SBC-414.

■ Fireamoll c; rhozyme dx; levapon thd, cassurit ri, calsolene oil hs; lissapol nh; mercerol cq, total 14,000 lb., Import license No. 347368.

■ Naphtol as, leucophor a, fast scarlet g base, bordeaux gp base, blue b base, violet bn salt, fast blue, red, scarlet, blue, various color indexes, total 92 cwts. IL#347369.

Both the above are for loan No. 391-H-066. U.S. source. Quotation date November 7. Valika Textile Mills, Ltd., Valika Chambers, S. Napier Rd., Karachi. C&f. SBC-413.

Chemicals, pigments for use in manufacture of artificial leather cloth. Pak Art Mills, Ltd., (manufacturer), 400 A Pesahwar Rd., (P.O. box 59), Rawalpindi. WTD 9/30/63.

SINGAPORE—Laboratory chemicals, stains; requests replies from manufacturers with price quotations cif Singapore; with samples. Direct purchase and agency. Universal Chemicals & Scientific Supplies, Ltd., George Lee Bldg., Clemenceau Ave., Singapore 9. WTD 10/10/63.

282 Synthetic Materials

AUSTRALIA—All types of high-quality woven synthetic textile wallcoverings. Mrs. Arnold Broese Van Groenou, Director, Brosal co, Pty., Ltd., (Trading as A. Broese & Co.), (importer, wholesaler), 199 Clarence St., Sydney. WTD 6/5/63.

Celluloid sheeting material for covering drums (musical), particularly "marine pearl." Drouyn & Drouyn, (importer, wholesaler, manufacturer, retailer), 380-382 Logan Rd., Stones Corner, Brisbane, Queensland. WTD 10/2/63.

BAHRAIN—Acrylic plastic sheets for signmaking and use as glass substitute. A.A. Zayani & Sons, (importer, wholesaler, retailer), P.O. box 32, Bahrain. WTD 2/10/63.

BELGIUM—Raw materials used in plastic industry, such as: polyestyrene; polyethylene; polyvinylchloride; polypropylene. Direct purchase and agency. E. J. Kennes & Co., (importer, exporter, wholesaler, agent), 80 Meir, Antwerp. WTD 2/13/63.

● **BURMA**—Viscose rayon staple fiber, 3-7 denier, length 2-3 in., high crimped dull, quantity 1,480,000 lb. Tender No. 104/PA-3/63. Bid deadline November 8. Chairman, Civil Stores Committee No. (2), No. 77/91, Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WOrth 2-4294).

DENMARK—Bulk filament (crepe) nylon and polyester yarns for weaving and knitting purposes, natural color; agent requests replies from manufacturers only; direct purchase and agency. Tage Nielsen, Bystykket 5, Naerum. WTD 9/24/63.

■ **GREECE**—Polyettybue in 50 lb. bags, 100 mt. Plastex O.E.G. Pantazides & I. Kabanos, St. Mina St., 4, Salonika.

■ Polyettybue in 50 lb. bags, 100 mt. Plastic S.A., 120 A1. Papanastassiou St., Salonika.

■ Polystyrene; polyethylene; cellulose acetate; cellulose butyrate; acrylic; polypropylene; p.v.c. compound; magnetic strip koroseal; polystyrene film, large quantities. Cif. Apco-Hellas Industrial, S.A., 72 Piraeus St., Moschaton, Athens.

All the above are for loan No. 240-H-028. U.S. source. Quotation dates November 11. SBC-415.

■ Elastomere neoprene synthetique rubber, in paper bags of 22 kg., $15,000. Phenolic resins, in drums of 200 kg., $5,000. Societe Chemiques De Substances Coloides, Kiebchemie-Hellas-Leoforos, Sygrou Ave., 360, Athens.

■ Polyethylene in 50 lb. bags, 50 mt. George J. Gerogiadis, 7 Agiou Mina St., Thessalonika.

All the above are for loan No. 240-H-028. U.S. source. Quotations date November 9. SBC-415.

■ Synthetic fabrics: dacron/rayon, dacron/wool. $20,000. Cif. Loan No. 240-H-028. U.S. source. Quotation deadline November 12. Yfasmatex S.A., 9 Solomon St., Thessalonika. SBC-417.

■ Women's cloth, satin, nylon, latex, dacron-wool, wool, rayon. Approx. $40,000. C&f and c.i.f. Loan No. 240-H-028. U.S. source. Quotation deadline November 15. Iossif Arouh, 46 Hermou St., Athens. SBC-421.

NEPAL—Polyester fibers, 1.5 to 6 denier, 1½" to 4½" staple; requires up to 1,000 lb. daily; requests technical data, samples, prices cif Calcutta. Golcha Woollens, Pvt., Ltd., (manufacturer), P.O. box 171, Kathmandu.

NETHERLANDS—Semi-finished plastics such as polypropylene, polyethylene, polyacetate, p.v.c., polywrethane, polyamide, rilsan, delrin, p.t.f.e., polyisobutylene, semi-finished silicon rubber and industrial coatings. Direct purchase a/o agency. N.V. Thermorub, (manufacturer, importer), 133 Koningstraat, Beverwijk. WTD 9/30/63.

■ **PAKISTAN**—Polystyrene, polyethylene, crystal and colored, 500/20,000 lb. each; cellulose acetate, acetate butyrate colored, 500/20,000 lb. each. Import license No. 283368. Loan No. 391-H-066. U.S. source. Quotations desired by November 5. Pakistan Industrial Corp., 145 Mitford Rd., Dacca. Cable, LACES. SBC-414.

■ Thermoplastic moulding compound: polystyrene, crystal, colors normal, fluorescent;

polythene, alkathene grade, polymar crystal, colors normal, translucent. Approx. $6,500. Loan No. 391-H-066. U.S. source. Packing in multiwall paper bags. Quotation deadline November 8. IL No. 297852. Habib & Bros., 80 Station Rd., Chittagong. SBC-412.

PAKISTAN—Polyvinyl chloride (p.v.c.). Pak Art Mills, Ltd., (manufacturer), 400 A Peshawar Rd. (P.O. box 59), Lahore. WTD 9/30/63.

TURKEY—Polyethylene for use in the manufacture of safety glass. Yamanis Emniyet Mikali Oto Camlari, (manufacturer), 193 Sarampol Cad., Antalya. WTD 10/9/63.

■ **VIETNAM**—Polyethylene resin, l.d. standard grades for film extrusion, natural color, 66,000 lb. Limited worldwide (901). Quotations desired by November 9. To Hop Than My Plastics, 444-446 Hai Ba Trung, Saigon. Offers will be reviewed on c&f basis only. Fob and freight costs indicated separately. 100% U.S. flag vessels. Copy of each offer to be sent to the Director General of Commerce, 59 Gia-Long, Saigon. SBC-418.

283 Drugs

● **CEYLON**—75,000 gr. proflavin hemisulphate b.p., in vials of 5, 10, 25, and 100 gr., in varying amounts; zinc oxide self adhesive plaster b.p.c., 4,000 doz. spools, 3" x 5 yd. and 1800 doz. spools, 1" x 5 yd. Price should be in U.S. and Ceylon currency, quoted c&f Colombo. Bid deadline December 24. The Chairman, Tender Board, Ministry of Health, P.O. box 500, Colombo.★ (Telephone: 202-WO 7-3394).

■ **GREECE**—Closin, ilosone, telmid, b-complex, di-ademil, florinet, graneodin, 41 items, large quantities, descriptions. Loan No. 240-H-028. U.S. source. Approx. $50,000. Quotation date November 15. S.Analoghidis - J.Karafotakis & Co., 6 Xouthou St., Athens.★ SBC-418.

IRAQ—Pharmaceutical preparations, drugs. Direct purchase and agency. Mehdi Balasim Al-Yaseen, (importer, contractor, landowner), Munim al-Khedery Bldg., Mustansir Street, Baghdad. WTD 9/11/63.

■ **PAKISTAN**—Becotin-t; betalin-s; duracillin fortified; durycin f.a.; homicebrin; micebrin; pancebrin; reticulex; trinsicon; milk of magnesia; tricreamalate gel; long list, various descriptions, sizes. Approx. $10,000. Loan No. 391-H-066. U.S. source. Quotation deadline November 9. IL No. 299553. Sen Bros. & Co., 163 K.C. Dey Rd., Chittagong, E.★ SBC-420.

■ Vitamin B complex and B12 tablets, quinine sulphate powder, bismuth citrate, progesterone. 115 items, various descriptions, large quantities in dollar amounts, approx. $30,000. Import license No. 302500. Loan No. 391-H-066. U.S. source. Quotation date November 7. S. Abdul Rahman & Sons, Station Rd., P.O. box 99, Chittagong, E. Cable, SARSONS, Chittagong.★ SBC-414.

■ Chlorquine diphosphate; aminophyline; phenobarbitone; sulphadiazine; sulphathiazol; sulphanilamide; vitamins, various; aspirin; phenacetine; chloroform, pure; iodine; ext. ipecac; ext. nux vomica; 89 items, large quantities. Loan No. 391-H-066. U.S. source. Quotation deadline November 4. IL No. 358828. Punjab Drug House, 42 Nicholson Rd., Lahore. Cable, PUNDRUG.★ SBC-412.

SINGAPORE—Pharmaceuticals, animal feeds; requests price quotations cif Singapore. Direct purchase and agency. Gabow & Co., (importer, wholesaler, commission agent), 2-F Clifford House, Collyer Quay, Singapore, 1.

Pharmaceuticals, anti-biotics other specialties; requests samples price quotations cif Singapore. Direct purchase and agency. Universal Chemicals & Scientific Supplies, Ltd., George Lee Bldg., Clemenceau Ave., Singapore 9. WTD 10/10/63.

Pharmaceuticals—anti-biotics, other specialties; requests price quotations cif Singapore. Direct purchase and agency. Allied Biochemical Laboratories, 2-F Clifford House, Collyer Quay, Singapore 1.

Veterinary preparations, feed supplements; requests replies from manufacturers with price quotations cif Singapore. Lian Wah Hang, 109/111-A Market St., Singapore 1. WTD 9/30/63.

■ **VIETNAM**—Medicinal and pharmaceutical preparations, such as, aldurox, bepron, daptaral, equanil, equagesic, mucaine streptomagma suspension and tablets 1,000 vials each; spartase, 600 vials, wybiotic, 500 vials, zactirin, 2,000 vials; dapta, 3,000 vials. Limited worldwide (901). Quotation date November 4. Cong Ty Duoc Pham Viet Nam 144-148 Gia Long, Saigon. Offers reviewed on c&f basis only. Fob and freight costs must be indicated separately. Freight 100% U.S. flag vessels. Copy of each offer to be sent to the Director General of Commerce, 59 Gia Long, Saigon. SBC-415.

284 Soap, Detergents, Cosmetics, Toilet Preparations

BARBADOS—Cosmetics, toilet preparations. Anthony Brown & Co. (commission agent, manufacturers' representative), Plantations Bldg., Bridgetown. WTD 9/5/63.

285 Paints, Varnishes, Lacquers, Enamels

BAHRAIN—Automotive paints. A. A. Zayani & Sons, (importer, wholesaler, retailer), P.O. box 32, Bahrain. WTD 2/10/63.

287 Agricultural Chemicals

ITALY—Thomas meals: basic slag. Silvio Lega, (importer, wholesaler), via Lionetto, 9, Turin.

MOROCCO—Potassic and nitrogen fertilizers, potassium sulfate, potassium chloride, ammonium sulfate, agricultural sulphur, agricultural insecticides and fungicides. Shipments in lots of 1 000 to 3,000 mt.; requests replies from manufacturers only. Direct purchase and agency; requests replies in French. Engineering et Equipments Industriels, 80, Blvd. Lalla Yacoute, Casablanca.

289 Chemical Products

CHILE—Raw materials for the manufacture of rubber goods, industrial coatings; manufacturers. Vulco S.A. Productos de Goma, (manufacturer), Av. B.O'Higgins 1555, Casilla 821, Santiago. WTD 9/13/63.

ITALY—Adhesives for polyvinyl chloride, polyethylene; insoluble adhesives for flocking on clothing. L'Aigle Email, (manufacturer), via Leini', 3, Turin.

301 Tires, Tubes

PAKISTAN—Tires, tubes. Requests replies from manufacturers only. Pak Chambers, Nila Gumbad, Lahore.

■ Tires, tubes: 8x25x20. 12 ply: 6x50, 6x70x15. 5x50x16, 7x50x14, 6 ply; 5x20x13, 13 ply; 6x00x16, 6x11x4, 6x40x13. 4x00x19, 4x00x8. 4 ply; other sizes as needed. Standard packing. Approx. $10 500. Loan No. 391-H-066. U.S. source. Quotation deadline November 10. IL No. RM 036338. Taufiq & Co., T.M. Bldg., 39 Marriot Rd., Karachi. Cable, THYGRACE, Karachi. Subject to GSA Defense Materials Service procedure. SBC-412.

● **VIETNAM**—Tires, tubes, 108 each, various sizes; tender No. 1009-02103; bid deadline November 13. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-3381).

307 Plastics Products

GREECE—Plastic tableware; requests replies from manufacturers, with illustrated catalogs and price quotations. Troulakis Bros., (importer), 45 Katouni St., Thessaloniki. WTD 9/10/63.

310 Leather, Leather Products

HONG KONG—Damp chrome split leather. Blair & Co., Ltd., (importer, exporter, manufacturer's representative), Union House, Hong Kong. WTD 9/27/63.

311 Leather Tanning, Finishing

FRANCE—Real leather material for shoes; requests replies in French or German from manufacturers only. Direct purchase and agency. Wolff & Cie, (importing wholesaler), 11, rue de Wissembourge, Strasbourg (BAS-Rhin). WTD 3/15/63.

ITALY—Leather for the manufacture of shoes, bags. Alfredo Morelli & Figlio, (sales agent), Piazza Nicola Amore 14, Naples. WTD 10/2/63.

313 Boot, Shoe Cut Stock, Findings

AUSTRALIA—Cloth-backed patent leather in black and colors to be used in manufacturing shoes. J. B. Nilsen, (manufacturer), 109 Commercial Rd., Valley, Brisbane, Queensland.

314 Footwear

NORWAY—Footwear for ladies, men, direct from manufacturers. Particularly interested in high-fashion shoes for ladies, teenagers, sandals with heels and wedges for teenagers, good walking shoes for men. BA-RO A/S, (manufacturers' agent, importer), 25 Bentsegt. 25, Oslo. WTD 10/7/63.

316 Luggage

LIBYA—Luggage, leather and other materials, for men, women. Carnaval de Venise, (importer, retailer), P.O. box 43, Benghazi. WTD 6/10/63.

317 Handbags, Other Personal Leather Goods

LIBYA—Wallets, leather. Carnaval de Venise, (importer, retailer), P.O. box 43, Benghazi. WTD 6/10/63.

322 Glass, Glassware

AUSTRALIA—High-quality glassware giftware, including bar accessories, ashtrays, vases, bowls. Direct purchase and agency. Mrs. Arnold Broese Van Groenou, (importer, wholesaler), Director, Brosalco, Pty., Ltd., (Trading as A. Broese & Co.), 199 Clarence St., Sydney. WTD 6/5/63.

BARBADOS—Glass containers. Anthony Brown & Co., (commission agent, manufacturers' representative), Plantations Bldg., Bridgetown. WTD 9/5/63.

329 Nonmetallic Mineral Products

GERMANY—"Gecosit—Universal—high pressure gaskets, metal painted with bronze, used in mineral oil refineries and pipe lines, requests replies in German. Gecos Armaturen GmbH., 3225 Postfach, 97d Feldstrasse, 48 Bielefeld. WTD 9/23/63.

● **IRAN**—Graphite crucibles, 60 pcs., capacity 100 to 300 kilos, outside heights 395 to 800 mm., top dia. outside 310 to 380 mm., bottom dia. outside 220 to 250 mm. Bid deadline December 24. Edareh Taslihate Artesh, DT/Section, Jaleh Ave., Tehran.★ (Telephone: 202-WO 7-2692).

ITALY—Insulating and sound proofing materials for the building, automobile industries. Direct purchase and agency. Ing. Fortunato Licata, (agent), via C. Lombroso, 27, Turin.

330 Primary Metal Industries

CHILE—Metals, raw materials for industries, smelters, metal working shops on an exclusive basis; metals needed are types not produced in Chile. Direct purchase and agency. Cameron Reid Hnos., (importer, wholesaler), Agustinas 1070, Of. 116, Casilla 998, Santiago. WTD 11/13/62.

ITALY—Coarse copper for own use. Indesit, S.p.A., (importer, exporter, wholesaler, manufacturer), Strada Piossasco, Orbassano (Torino).

331 Steel Mill Products

■ **BURMA**—Reinforcing mild steel bars, intermediate grade, new deformed billet stock manufactured by open hearth process, complying with latest astm A-15 for bars and rods or equivalent. Bars to be free from mill scale or loose rust, deformed bars to comply with astm A-305. 3,901 cwt. PIO/C No. 482-W-52-AE-9-80097. Limited worldwide (901). Bid deadline November 12. Tender No. 1.AID/Rgn. Water supply 1963. Revolutionary Government of the Union of Burma, National Housing and Town & Country Development Board, Office of the Chief Engineer (Special Water Projects Division), No. 228-234 Bogyoke Aung San St., Rangoon. Specification, invitation to bid, general conditions may be obtained from the Embassy of Burma, 2300 S St., NW., Washington, D.C., Attn.: Mrs. B. O'Connor. SBC-420.

CEYLON—250 tons of 35-40 lb. base wgt. tin tagger plates; shipped in monthly installments. Prepared to enter into a forward contract for five yrs. Malibman Biscuit Manufactories, Ltd., P.O. box 1210, Colombo. WTD 1/17/62.

● Galvanized corrugated sheets, to conform to British standard specif. No. 3085 of 1959, 8 corrugations of 3 in., 26″ x 22-24 gauge, 6-7-8-9 ft. in length, 15,500 sheets. Bid deadline December 10. The Chairman, Tender Board, Ministry of Finance, P.O. box 500, Colombo. Copy of tender schedules may be obtained from Embassy of Ceylon (No. US/COM/29/34), 2148 Wyoming Ave., NW., Washington, D.C.

● **GREECE**—Steel pipe, 1000 mm.dia. x 5 mm.wall x 7 to 10 meters long, 1700 r. meters; 800 mm.dia. x 8 mm.wall x 6 to 8 meters long, 2000 r. meters; 350 mm.dia. x 5 mm.wall, 5 to 7 meters long, 2500 r. meters; 300 mm.dia. x 5 mm.wall, 5 to 7 meters long, 1600 r. meters, with inside coating of a special pitch and outside of a double band coating of glass fibres, cast iron pipe, 400 mm.dia. 1700 r. meters; 250 mm. dia., 1300 r. meters, to be coated inside and outside by appropriate varnish of mineral pitch. Tender #23/1963, bid deadline November 19. Water Supply Organization of Thessaloniki, 72 Megalou Alexandrou St., Thessaloniki. Tender and specifications are available for review only in Rm. 4222, Iron & Steel Div., BDSA, Department of Commerce, Washington, D.C., 20230.

● Steel Pipe, 900 mm. dia. x 3.8″ wall, lengths at least 5 m. long, 4000 lineal m. To conform to standard spec. AWWA-C201-60T and should have a protection of coal tar enamel and double wrap of fibrous glass mat. Tender No. 954, bid deadline November 14. Greek Water Co., 4 Kolokotroni St., Athens.

● **HONG KONG**—Steel pipe, 55″ od x 7/16″ wall, 4,100 lineal ft.; 18½″ od x ¼″ wall, 514 lineal ft. plus specials, expansion joints, in accordance with British standard 534, 1934. Tender No. Stores C/39/28/63, bid deadline November 22. Secretary, Tender Board, Colonial Secretariat, Government Offices, Lower Albert Rd.★ (Telephone: 202—WO 7-2363).

■ **INDIA**—M.S. angles, bss 15-1961, astm-A 373-58T; flats 15-1962 with max. 0.2% carbon guaranteed weldable, to astm-A 373-58T; rounds, bss 15-1961, astm-A 373-58T; plates, bss-15-1961, astm A 373-58T normalized with max. 0.2% carbon guaranteed weldable; flats, bss 15-1961, astm-A 373-58T; assorted sizes, quantities, 36 items. Mills to allow necessary tolerance on all sections for —0 + 50 mm., plates for —0 + 25 mm.; widths of plates are net; plates to be supplied perfectly flat. Loan No. 386-H-082. U.S. source. Quotation deadline November 13. IL No. CL/82/17/04101/2. Ref. No. DC/217/BDL/142. The Braithwaite Burn & Jessop Construction Co., Ltd., 27 Rajendra Nath Mukherjee Rd. (Formerly P-13 Mission Row Ext.) Calcutta 1.★ SBC-420.

■ Electrolytic tinplate unassorted, not less than 95% prime balance secondaries, bright finish, suitable for manufacture of 4 imperial gallon tins with standard aisi tolerances with 112 sheets per box paper lined in 2000 lb. metal containers on platforms with 2½″ runners. Size 18¾″ x 28″, 201 lb., 20″ x 30″, 229 lb., base wgt. 107 lb. cif Bombay, by 60% U.S. flag vessel and 40% India flag vessel. Subject to GSA Defense Materials Services procedure. Import license No. AU BL/82/62/04101/44. Loan No. 386-H-032. U.S. source. Quotations desired by November 15. General Manager in India, Burmah Shell Oil Storage & Distributing Co., of India, Ltd., Ballard Estate, P.B. 688, Bombay 1. Cable, KEROPET. SBC-413.

■ Medium carbon steel, to certain chemical analysis; rounds, squares, flats, various sizes. 500 kilos each size. Ref. No. DC/217/BDL/140. IL No. DL/55/803/03201/0098. Quotation deadline November 11. Addison & Co., Ltd., 158 Mount Rd., Madras 2. Quotations required c&f basis. Minimum quantity and trade discount should be clearly stated in quotations.

■ Asphalt barrel drumsheet, prime, cold rolled, commercial quality, oiled, open hearth, to astm-A-366-58T; various sizes. 1466 lt. Cif Bombay. 75% U.S. flag vessels, balance Indian flag. Packed in bundles, max. 3 to 4 tons each, single waterproof paper wrapped, metal covered, on wooden skids fitted across width of bundle. Ref. No. DC/217/BDL/141. IL No. BL/82/15/04101/37. Quotation deadline November 12. Esso Standard Refining Co. of India, Ltd., P.O. box 355, Bombay 1. Quotations should be addressed to F. Rowley, Esso International, Inc., New York, N.Y.

Both the above for loan No. 386-H-082. U.S. source.★ SBC-412.

■ Hot rolled wire rods, in coils, fully killed steel; wgt. of coil 700 lb., coil dia. 34″-46″, scale on rods 0.5% max., out of round tolerance 0.5 mm. max., dia. tolerance 0.4 mm. max.; grain size to astm standard E-19; tensile strength, elongation, hardness per astm should be constant throughout the coil; wire rods to be correct in shape and free from piping, seams, laps, any surface and other defects detrimental to end use and also from harmful segregation; packing in unwrapped catch-weight coils of approx. 700 lb.; if not 700 lb., approx. coil wgt. to be stated; shipment to be completed by December. Sizes 5.5, 7, 8, 9, 9.5, and 11 mm., various chemical compositions. End uses, pre-stressed concrete wire, signal wire, spring steel wire, line wire for concertina, piano wire, umbrella rib wire, card and gill pin wire, tire bead wire, a.c.s.r. core wire. Approx. 1200 tons total; for each chemical composition and size, a min. quantity of 50 tons will be ordered. Fas and c&f prices to be indicated separately. 75% U.S. flag vessels, 25% Indian flag vessels. Loan No. 386-H-082. U.S. source. IL No. CL/82/9/03101/4. Ref. No. DC/217/BDL/139. Quotation deadline November 10. Hindustan Wires, Ltd., 16/5 Chowringhee Rd., Calcutta 13. Cable, WIREFIELD, Calcutta.★ SBC-412.

ITALY—Cold rolled iron plates for home refrigerator bodies, 25/40 mm. thick. Indesit, S.P.A., (importer, exporter, wholesaler, manufacturer), Strada Piossasco, Orbassano (Torino).

KUWAIT—Steel pipe, 26 in. outside dia., wall thickness 0.312 in., min. yield strength 42,000 lb. per sq. in. Submerged arc welded. 190,000 ft. Conforming to the requirements of the American Petroleum Institutes Specification 5L-X for high test line pipe, latest revision. Abdul Majeed al-Gharabally & Co., (general merchant, contractor), P.O. box 101, Kuwait. WTD 5/25/63.

■ **PAKISTAN**—Bright finish sheets, cold rolled, close annealed, pickled and oiled, gauges 14 to 22; g.i. wire, gauges 4-14; cold rolled, bright finish, close annealed, pickled and oiled, sheet cutting 6″ and wider, 24 and longer, gauges 10-24; g.p. sheets and cuttings, 10-24 gauge. Approx. $7.300. IL No. 349425. Loan No. 391-H-066. U.S. source. Quotation deadline November 10. The Sunlight Metal Works, Lawrence Rd., Karachi. SBC-412.

■ C.R. steel sheets, 8′ x 3′ x 14, 16, 18, 20, 24 bg., approx. $5,000. Import license No. 357718. Pak Cycle Manufacturing Co., G.T. Rd., Shahdara, Lahore. Cable, PAKCYCLE Lahore, Shahdara. Quotation date November 2.

■ C.R. steel sheets, 8′ x 3′ x 16, 18, 20 bg. $5.000. IL#356803. M/s. Crown Expanded Metal Co., G.T. Rd., Chiniot. Cable, EXPANDED, Chiniot. Quotation date November 2.

■ Hot rolled m.s. sheets, 48″ x 96″ x .125″ thick, 11 usg conforming to astm or aisi standards. IL#238497. $15,000. Quotation date November 4. National Steel Rolling Mills, 30-The Mall, P.B. 87, Lahore 3.

■ Electro-plated tinplates, size 20 x 30″, & 18¾ x 28 x 30 G., 10 tons each; 20 x 30″ x 26 and 24 G., 5 tons each. IL#356827. Quotation date November 4. The New Zenith Scientific Works, Badami, Lahore. Cable, PEN PENCILS.

Subject to GSA Defense Materials Services procedure. All the above are for loan No. 391-H-066. U.S. source. SBC-415.

■ Nail wire, 60 to 30 bg. Approx. $36,900. IL No. RM 057454. Loan No. 391-H-039. U.S. source. Quotation deadline November 7. Bengal Iron & Steel Industries, Ltd., 21 Jinnah Ave., Dacca. Cable, BOMB, Dacca, Chittagong. SBC-412.

■ Bright nail wire, usg 8 to 18; in coils of 112 lb., 80 kilos, or other; bare coils, without

wrapping. Approx. $22,000. IL No. 279065. Quotation deadline November 7. Dacca Iron & Steel Industries, 81 Moghaltuly, Dacca 1, E. Cable, WIRENAIL, Dacca.

■ M.S. black annealed wire, prime, low carbon, soft, aswg 5, 6, 10, 12, approx. $2,700; bright nail wire industrial quality, swg 10, 12, 16, 22, 24, approx. $2,700. C&f. IL No. 248615. Quotation deadline November 4. M. Rashid Industries, 121 Loha Market, Landa Bazar, Lahore, W. Cable quotations acceptable.

Both the above for loan No. 391-H-066. U.S. source. SBC-412.

■ Pig iron, approx. si 3.0/3.5%, mn. .5/1.0%, ph .6/1.0%, su .05%, c 3.0/4.0%; g.p. sheets, 8′ x 3′, 24, 26, 28 bg; m.s. plates, 8′ x 4′ x ⅛″; h.r. steel sheets, 8′ x 4′ x 18 bg; c.r. steel sheets, 8′ x 3′ x 20, 22, 24 bg. Approx. $15,000. C&f Karachi. IL No. 355626. National Engineering Works, Abbot Rd. No. 14, Lahore. Cable quotations acceptable.

■ G.P. sheets, commercial quality, 1.25 oz. zinc coating, 8′ x 3′, 24, 26, 28, 30 bg. Approx. $10,500. IL No. 355888. The Pak Aluminum Factory & Metal Industries, Masoom Shah Rd., Multan. Cable, BRASS, Multan.

Both the above for loan No. 391-H-066. U.S. source. Quotation deadline November 5. SBC-412.

■ M.S. sheets, stainless, type V4A, gauges 24, 26, sizes 8″ x 3″, 6″ x 3″; 4 mm. and 3 mm., 50 sheets each; 1.5 mm., 100 sheets. IL No. 358729. Asiatic Chemical Industrial, Ltd., Marriot Rd., Karachi.

■ Pig iron, approx. si 3.0/3.5%, su 0.04% max., c 3.5/4.0%, ph 0.5/0.7%, mn 1.00% max.; m.s. plates, 4′ x 8′ x ⅛″ thick; steel rounds above 3½″ dia. IL No. 234891. Approx. $15,100. M. Hassan Din & Sons, 138 Fateh Mohammad Rd., Lahore, W.

■ M.S. billets, standard quality, prime, 18 ft. or larger, heat marks die stamped on each, to sae 1010, 1015, 1020, 1025, accompanied by Works Certificate, sizes 2″, 2½″, 3″. Approx. $16,500. IL No. 235318. Mohammadi Steel Mills, Link Rd., Shalamar Town, Lahore.

All the above for loan No. 391-H-066. U.S. source. Quotation deadline November 5. SBC-412.

■ Pig iron, approx. analysis sil. 3.0/3.5%, phos. 0.5/0.7%, sul. 0.04%, mang. 1.00%, c. 3.5/4%; m.s. plates, 8′ x 4′ x 1″ & ¾″ thickness. Approx. $7,600. Import license No. 234204. Quotation date November 4. Sadiq Engineering Works, W. Pakistan, Ltd., Outside Sheranwala Gate, Lahore.

■ Galvanized bright iron wire, soft temper, usg 10, 12, 14. 22 and 24, for making wire netting, in coils of 50 kg., wrapped with hessian cloth or tar paper. $6,300. Import license No. 267603. Quotation date November 7. Naseem Industries, 2, Chhota Katra, Dacca 1. Cable, NASEEMCO, Dacca.

■ Cold rolled steel sheets, gauges, 16, 18, 20, 22, 24, 26, 28, 3′ x 6′, 3′ & 4′ x 8′; b.p. sheets assorted to size and gauge, 24/28 or 29/34, 18 x 24″, larger or 20 x 24″; same, misprints; prime tinplate 1.25 oz. zinc coating, g. 24, 28, 30, 31, 32, 33, size 20″ x 30″, or 36 x 36″, tinplate misprints. 30-34 g, 18 x 24 or 20 x 28″/larger; galvanized plain sheets, 1.25 oz zinc coating g. 24, 26, 28, 30 32. size 3 x 6′, 3 x 8′ or 4 x 8′. Approx. $9,000. IL#265725. Quotation date November 7. Khanco Traders, 48, Mitford Rd., Dacca 1, East.

All the above are for loan No. 391-H-066. U.S. source. Subject to GSA Defense Materials Services procedure. SBC-415.

■ G.I. steel pipe, standard wt., both ends threaded with American standard threads, coupling at one end and the other protected, 4, 6, 8, 10, 12″ dia., 10,500, 1,000, 3,000, 300, 300, ft. respectively. To astm designation A120-61 T, issued 1957, revised 1961. Loan No. 7. U.S. source. Bid deadline November 7. Tender No. VA-7/SA/68096/3/63. Director General of Supply and Development, Frere Rd., Karachi. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-415.

■ Seamless steel casing pipe to aisi tubular products table 4-10, 12 items; welded hot dipped galvanized steel pipe to astm designation: A-53-61T, type grade 'A', 2 items. Tender No. 214-S/3 Commodity Aid/63. Tender Fee $5.25. Bid deadline November 14.

■ Hot rolled alloy steel bars in standard length to astm A-322-61T grade 4040; high speed steel to aisi tool steel T4 to T6 in standard length; steel alloy to aisi tool steel H-11; steel tool alloy to aisi tool steel L-1 in standard length; hot rolled corrosion resisting steel bars in standard length to astm designation A-276-60 T type 431 (a), 29 items in various sizes, quantities. Tender No. 214-S/3 Commodity Aid/63. Tender Fee $2.10. Bid deadline November 18.

Both the above are for loan No. 391-H-066. U.S. source. Import license No. 232997. The Chief Controller of Purchase, Pakistan Railway, Lahore. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-417.

■ Steel and rolled steel beams, various lengths, sizes, descriptions, 11 items. Bid deadline November 21. Tender No. 214-S/3 (Commodity Aid-63)G. Tender fee $3.15.

■ Steel billets, blooms, various sizes, descriptions, 10 items. Bid deadline November 25. Tender No. 214-S/3 (Commodity Aid/63)H. Tender fee $3.15.

■ Steel angles, mild steel channels, rounds, various sizes, descriptions, 6 items. Bid deadline November 28. Tender No. 214-S/3 (Commodity Aid/63)I. Tender fee $2.10.

All the above for loan No. 391-H-066. U.S. source. IL No. 232997. The Chief Controller of Purchase, Pakistan Western Railway, Lahore. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-417.

■ Galvanized steel barbed wire, zinc coated; carbon steel valve spring wire; low-carbon steel armor wire, zinc coated; 14 items, various sizes, quantities. Bid deadline December 2. Tender No. 214-S/3 (Commodity Aid/63)J.

■ Wrought iron sheets, mild steel sheets, mild steel plates, various sizes, quantities, 15 items. Bid deadline December 5. Tender No. 214-S/3 (Commodity Aid/63)K. Tender fee $5.25.

Both the above for loan No. 391-H-066. U.S. source. IL No. 232997. The Chief Controller of Purchase, Pakistan Western Railway, Lahore. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-417.

■ Iron and steel materials, various, such as, tubings, pipe, carbon steel, bars, shafts, rounds, hexagons, squares, pipe fittings, die steel, flat bars and pig iron. Subject to GSA Defense Materials Services procedure. Import license No. 248372. Loan No. 391-H-066. U.S. source. Quotation date Novemebr 8. The Beco Pump Manufacturing Co., Ltd., 6 Ganga Ram Bldg., The Mall, Lahore. Cable, PUMP, Lahore. SBC-418.

■ M.S. billets, prime quality sae 1020, having 28/32″ tensile strength and min. 25% elongation, sulph. and phos., each max. 0-06 with works test certificate and heat and cast number stamped on each billet, in lengths of 18/22 feet. Delivery 5/6 weeks after establishing letter of credit. Loose packing, one end of each billet painted. Approx. $135,-400. Import license No. 267719. Quotation date November 8. Dacca Re-Rolling Mills, 201/2 Tejaon Industrial Area, Dacca. Cable, BILLETS, Dacca.

■ Shoe tack wire, half hard, bwg 15 & 16; panel pin wire, hard bright drawn, bwg 15, 17 & 20. Approx. $8,400. Import license No. 357745. Quotation date November 9. National Hardware Industries, Kot Khwaja Said, P.O. Baghbanpura, Lahore.

Both the above are for loan 391-H-066. U.S. source. SBC-422.

■ G.P. sheets, 8′x3′x26,28,30 gauge; g.c. sheets 8′x3′x24,26,28 gauge; black sheets, 8′x3′,24, 26,28 gauge. Approx. $16,400. Import license No. 246403. Quotation date November 9. Gul Mohamed & Bros., Ltd., Pul Pukhta, Peshawar. Cable, TAJCO, Peshawar.

■ Pig iron I grade, to analysis, si. 3 to 3.5, mn.5 ri 1.00%, p. .71 to 90%, s. 03 to .05% (.05% max.), c. 3 to 4%; m.s. sheets, 12.14, 16,18,24,26G of 8′x3′ size; g.p. sheets, 22.24. 26,26G, 8′x3′ size; m.s. plates, ⅛″, ¼″, ⅜″, ½″, 8′x4′; steel rounds, 6″,8″,10″ dia., 12 ft. length. C&f Karachi. Approx. $16,400. Import license No. 355739. Quotation date November 11. M. Abdul Qayoum Fazal Muhammad & Co., Jhang Rd., Lyallpur. Cable, AFCO, Lahore.

Both the above are for loan No. 391-H-066. U.S. source. SBC-422.

■ Wrapper plate steel, fire box, 15 each; black plate steel, fire box flanged, 27 each; patching plates boiler steel, 80 each; tube plate steel, fire box inside flanged, 8 ea. Tender No. 214-S/3 (Commodity) AID/D-63. Tender fee $3.15 each; drawings $2.73 ea. Loan No. 391-H-066. U.S. source. Bid deadline November 11. The Chief Controller of Purchase, Pakistan Western Railway, Lahore. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Mrs. Caparelli. SBC-422.

■ Plain steel sheets, 24/30 gauge, 7′x3′, commercial quality, to astm-a 245-58T; galvanized plain sheets, 24 bg-30 bg, 7′x3′, commercial quality, to astm-A93-58T: pig iron, foundry grade, to astm-A 4355 T.; black seamless pipes, ½″-3″, with British threads, sockets, to astm-A 120 and astm-A53; carbon steel plates, low and intermediate tensile strength, structural quality, 2″ and under, to astm-A283-58; electrolytic tinplate, 0.25/0.50/0.75 lb. coating, 1071 lb. base wgt. and lighter, min. width 18″, min. length 24″; prime coke tinplate, 1.25 lb. coating, 107″ lbs. base wgt., 18¾″x28″, 20″x30″. Approx. $11,500. Bid deadline is extended to November 10. Loan No. 391-H-066. U.S. source. IL No. 335088. Quote fas and c&f Karachi. Bird & Co., (Pak), Ltd., Safe Deposit Chambers, McLeod Rd., Karachi. Subject to GSA Defense Materials Service procedure. SBC-420.

■ **TURKEY**—Drill pipe, 4½″ O.D. 16, 60 lb. ft. h spang seamless steel, internal upset, grade E, range 2, with 4½″x6″, o.d. x 3½″, i.d. hughes extra hole flash weld too joint with 18° tapered shoulder, w/thread protectors, hard facing. "Hughisette." Reference No. 15-3PT-5430. Import license No. 1196.

■ 1″x30″ sucker red (pin and pin with hardened and ground coupling, axels on No. 59, or equal, 27,900 ft.; same ⅞″x30″, 37,740 ft.; ¾″x30″ ditto; ⅞″x4″ red sub, with hardened and ground coupling, axels on No. 59, or equal;

⅞"x12", 1"x4", 1"x12", 20 each; ⅞"x⅝" api coupling, sucker rod, hardened, ⅞"x¾" same, but ⅞" api box, 40 each. Reference No. 112-3PT-5498. Import license No. 1198.

Both for U.S. source. Quotation date November 16. Turkiye Petrolleri A. O., Inkilap Sokak, No. 6, Yenisehir, Ankara. Quotations to be forwarded in 6 copies, fob and c&f Iskenderun values, with proforma invoices, bids in sealed envelope. Cable quotations accepted. C&f. SBC-419.

■ Electrolytic tinplate, crown cork material, matte finish, base wgt., 100/103 lb., size 28 11/16 x 34 13/16, 26¾ x 36½. $10,000. Import license No. 2104. Quotation date November 13. Tac Kapsulculuk Koll. Sti., Y. Granti, S. Beraha ve Ortaklari, Demirhane Caddesi, No. 3, Kazlicesme, Istanbul.

■ Electro. tinplate, ww bright production, 0.25 tin coating and better, soft commercial temper, assorted to size and gauge, 100/107 lb. base wgt. only, 20 x 28" and larger, about 30 tons, and/or option, coke tinplate ww, 1.25 lb. tin coating, soft commercial coating, soft commercial temper, bright 100/107 lb. base wgt. only, 20" x 28" and larger, assorted to size, gauge. IL#17. Yako Sauloglu Aleksandr Ve Kardesleri, 895 Sokak No. 7/A, Izmir. Quotation date November 12.

■ Electrolytic tinplate cobbles 0.25 coating, bright finish, 18 x 24 and larger, 107 lb. and lighter, unassorted in original mill packing, c.&f. or cif Istanbul. Approx. $15,400. IL# 002099. Quotation date November 12. Bahar Kollektif Sirketi Yake Bahar ve oglu, Binyamin Bahar, Nalburlar, Caddesi No. 357/1.

All the above are U.S. source. Subject to GSA Defense Materials Services procedure. SBC-419.

■ Electrolytic tinplate cobbles, hot assorted, size 18 x 24 and larger, base wgt. 107 and lighter; hot dipped tinplate waste waste assorted, 18 x 24 and larger, 107 lb. and lighter. $15,000. Import license No. 15/076921. Quotation date November 12. Ibrahim Oszeckin, 901 No. 27, Ismir. Cable, SECKIN Izmir.

■ Electrolytic tinplate ww, assorted to size gauge, 107 lb. base wgt. and lighter. 20 x 28, larger. bright production, soft commercial temper. IL#16. Quotation date November 7. Sadettin Tezcan, 905 Sokak No. 5, Izmir.

■ Electrolytic tinplate U/A 0.75 lbs. tin coating, 107 lb.. base 112 sheets per package, 18¾ x 28, 135 tons; 20 x 20, 65 tons; 20 x 28, 50 tons. Total 250 tons. Import license No. 2310/073474. Quotation date November 7. Turyag Turkive Yag ve Mamulati, A. S., Yeni Anadolu Caddesi No. 84.. Izmir.

All the above are U.S. source. Subject to GSA Defense Materials Services procedure. SBC-419.

■ Electrolytic tinplate cobbles. 107 lb. bw and lighter, excluding temper 6. min. 0.25 tin coating, in original untouched mill export metal containers, full paper-lined. $30,000. Import license No. 2103. Demirel Kollektif Sirketi, Fest Demirel ve Ortaklari Posta Kutusu 396 Galata, Istanbul. Quotation date November 7.

■ Electrolytic tinplate waste waste, assorted to one size and gauge per skid, bright finish, soft temper, all size 20 x 28" and larger, max. three sizes, base wgt. 70/107 lb. in complete metal wrapped containers for export. IL# 002096. Quotation date November 9. Izzet Tuzman. Galata, Balikpazari, Kardesim, Sokak No. 35, Istanbul.

■ Coke hot dipped tinplate waste waste, 18 x 24 and larger, 107 lb. and lighter, assorted to size and base wgt., original mill export packed; or electrolytic tinplate waste waste, not assorted to size or base wgt., 80 lb. and heavier, 18 x 24" and larger. Approx. $6,000. IL# 2098. Quotation date November 9. Atlas Ticaret Kol. Sti. Avram, Baruh ve Ortagi, Galata, Veli Alemdar han, kat 4, No. 6/3, Istanbul.

All the above are for U.S. source. Subject to GSA Defense Materials Services procedure. SBC-419.

■ Electrolytic tinplate waste waste, original mill export packed, not assorted to size and base wgt., 80 lb. and heavier, 18 x 24" and larger. Approx. $9,900. Import license No. 2097. Quotation date November 9. Atlas Ticaret Kol. Sti. Avram Baruh ve Ortagi, Veli Alemdar han, kat 4, No. 6/3, Galata.

■ Electrolytic tin plate w.w. assorted to size and gauge, 18 x 24" and larger, 107 and lighter; hot dipped tin plate w.w. assorted to wgt. 18 x 24" larger, 80/107 base; unassorted hot dipped tinplate 1.25 coating. 20" x 28". 100 lb., 18¾ x 28", 20 x 30", $10,000. IL# 002101. Quotation date November 7. Melkon kurkciyan T. Kale Hasircilar cad No. 95 Istanbul.

All the above U.S. source. Subject to GSA Defense Materials Services procedure. SBC-419.

■ Eletrolytic tinplate, waste waste, assorted to one size and one gauge per skid, bright finish, soft, commercial, 18 x 24 and larger, base wgt. 90 to 100 lb. tin coating 0.25 lb. and better. Approx. $5,500. Cif Istanbul. S/A No. 002020. Jak Elneka Ve ve Ort. Kol. Sti., P.O.B. 792, Galata, Tahtakale Menase Han 42, Istanbul.

■ Electrolytic tinplate cobbles, not assorted to size or base wgt., 107 and lighter, 18 x 24 and larger; or electrolytic tinplate cobbles, not assorted to size and base wgt., 107 and lighter, 10 x 10 and larger; and/or electrolytic tin plate waste waste, assorted to size and base wgt., 80 x 107 lb., 18 x 24 and larger. Approx. $6,000. S/A No. 2107. Giacomo Behar ve Biraderleri, Ticaret Limited Sirketi, Tahta-kale Cedit Han 36, Istanbul.

Both the above U.S. source. Quotation deadline November 9. Subject to GSA Defense Materials Service procedure. SBC-416.

■ Electrolytic tinplate cobbles, hot, assorted, 18 x 24 and larger, base wgt. 107 and lighter; hot dipped tinplate waste waste, assorted, 18 x 24 and larger, base wgt 107 and lighter. Approx. $15,000. S/A No. 376/073473. Ibrahim Ozseckin, 901 Sokak No. 27, Izmir. Cable, SECKIN, Izmir.

■ Electrolytic tinplate cobbles, not assorted to size and base wgt., 18 x 24 and larger, 80/107 lb. base wgt.; electrolytic tinplate waste waste, 80/107 lb., coating 0.25 lb., bright, soft, assorted to one size and gauge per skid, 18 x 24 and larger. In original mill export packing. C&f. Approx. $5,000. S/A No. 002105. Osman Bucukoglu, Dogu is hani kat 5 no. 538, Sirkeci, Istanbul.

Both the above U.S. source. Quotation deadline November 7. Subject to GSA Defense Materials Service procedure. SBC-416.

■ Electrolytic tinplate cobbles, bright finish, soft commercial tempers, original untouched mill export packing, 107 lb. and lighter, 18" x 24" and larger. Approx. $12,500. Cif. S/A No. 002109/208806. Nikola Zaloni Aslan Han, 404 Galata.

■ Coke hot dipped tinplate, waste waste. 18 x 24 larger, 107 lb. and lighter, assorted to size and base wgt., original mill export packed; or electrolytic tinplate waste waste, original mill export packed, not assorted to size and base wgt., 80 lb. and heavier, 18 x 24 and larger. Approx. $5,300. S/A No. 2100. Atlas Ticaret Kol. Sti. Avram Baruh ve Ortagi, Veli Alemdar han, kat 4, No. 6/3, Galata.

Both the above U.S. source. Quotation deadline November 9. Subject to GSA Defense Materials Service procedure. SBC-416.

■ Electrolytic tinplate waste waste, coating 0.25 lb., bright, soft, assorted to one size and gauge per skid, base wgt. 80/107 lb., 20 x 28 and larger, original mill packing. Approx. $5,500. S/A No. 002102. Huseyin Alp Yalgin, Fermeneciler, Kardesim Sokak Bereket Han 22, Galata.

■ Common coke hot dipped tinplate, 1.25 lb. per base, unassorted, 107 lb. base wgt., 75% size 18¾ x 24, 25% size 20 x 30; or coke tinplate waste, original mill packing, 107 lb. base wgt., 75% size 18¾ x 24, 25% size 20 x 30; or coke tinplate waste waste, 18 x 24 and larger.

Both the above U.S. source. Quotation deadline November 7. Subject to GSA Defense Materials Service procedure. SBC-416.

■ Common coke tinplate, U/A 1.25 lb. coating, 107 lb. basic wgt., 20 x 30 and 18¾ x 2". Offers in mt. Approx. $11,000. Subject to GSA Defense Materials Services procedure. S/A No. 7990. PA No. 277-660-901-356-3226. Limited worldwide (901). Quotations desired by November 12. Toroslar Ticaret T.A.S. Doseme Mahallesi Adana. SBC-418.

332 Iron, Steel Foundries

■ **PAKISTAN**—Wheel chilled c.i. to p.w.r. part No. D-33 on p.w.r., drg. No. D-24, 112 each. Tender No. 214-S/3 Commodity Aid/63. Tender fee $2.10, drawing fee .42. Bid deadline November 7, not the one shown on invitation to bid. Import license No. 232997. Loan No. 391-H-066. U.S. source. The Chief Controller of Purchase, Pakistan Western Railway, Lahore. Detailed specifications and drawings where applicable may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn.: Mrs. Caparelli. SBC-415.

333 Primary Smelting, Refining of Nonferrous Metals

■ **GREECE**—Aluminum in slabs, billets, ingots and reroll stock, 500 mt. $250,000 cif. Loan No. 240-H-028. U.S. source. Quotation deadline November 9. Viohalco Industrie Hellenique Du Cuivre et de l'Aluminium, S.A., Athens. Cable, VIOHALCO, Athens. SBC-415.

■ **TURKEY**—Aluminum ingots, min. 99.5%, 30 lb. each. Approx. $7,000. U.S. source. S/A No. 002110. Quotation deadline November 9. Nazim ve Fuat Dincer Kardesler Koll. Sti. Galata Hirdavatcilar Carsisi No. 82, Istanbul. SBC-416.

■ Electrolytic zinc slabs, min. purity 99.99%. Approx. $85,100. Import license No. 79.01.10. Quotation date November 9. Rabak Elektrolitik Bakir ve Mamalleri A. S., Topagaclar Cad. 37, Kagithane, Istanbul. U.S. source. SBC-419.

335 Rolling, Drawing, Extruding of Nonferrous Metals

CEYLON—Brass wire, sheets, raw materials for casting costume jewelry, watch straps, cases. E. Francis Perera & Co. (importing distributor, manufacturer, electroplater), 12 Yatinuwara, Vidiya Kandy.

● **GREECE**—Copper pipe: 32,820 yd. of ¾" pipe; 21,880 yd. of ¾" pipe; 2,188 yd. of 1" pipe. Tender No. 991, bid deadline November

15. Greek Water Co., (Societe Anonyme Hellenique des Eaux), Purchasing Dept., 4 Kolokotroni St., Athens.★ (Telephone: 202-WO 7-2162).

■ **INDIA**—Armoured cable, h.t., three core, 0.1 sq. in., p.i.l.c., 11 kv, 750 meters; single core, 1 sq. in., p.i.l.c., 11 kv, 520 meters; single core, 1 sq. in., p.i.l.c., 1.1 kv/660v, 12,520 meters; l.t., 3½ core, 1.1 kv/660v, 3 of 0.4 sq. in., other 0.2 sq. in., p.i.l.c., 550 meters; single core, 1.5 sq. in., v.c.l.c., 1.1 kv/660v, 1500 meters; l.t., 3½ core, v.c.l.c., 1.1 kv/660v, 3 of 0.4 sq. in., 1 of 0.2 sq. in., 550 meters; outdoor vertical type, 3½ core, 20 Nos.; slight metal joint box, 1 sq. in. p.i.l.c., 12 nos.; slight metal joint box, 3½ core, p.i.l.c., 12 Nos.; filling compound in cwt., copper terminals for v.c.l.c., 130 Nos. Loan No. 386-A-046. U.S. source. Bid deadline November 13. ISM Ref. No. D/Enq/783. Tender No. Project/2349-P/Sharvathi/Power Cables/VA. Tender fee, not refundable, $7.35. Director General of Supplies and Disposals, N.I. Bldg., Parliament St., New Delhi. Specifications and conditions may be obtained from the Indian Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008. SBC-417.

ITALY—Zinc plates for mechanical engraving of cliches. Zinco-Press, (manufacturer), via Argentero, 46, Turin.

Copper and copper/beryllium strips. 0.1-0.75 mm. width; silver and silver-base alloys for welding. Indesit, S.p.A., Strada Piossasco, Orbassano (Torino).

342 Cutlery, Hand Tools, General Hardware

BURUNDI—Hand tools; cif Usumbura. Requests replies in French. Mr. William Hens, Director, Agetra, Boite Postale 223, Usumbura. WTD 9/20/63.

FRANCE—Small hardware and home maintenance, repair material or products; light-duty machines (electric-saws, drills), "do-it-yourse'f" kits, hand-tools for artisan workers and craftsmen, related articles and gadgets of good quality, preferably of new types. Etablissements Joris, ("Au Bricoleur"), (retailer), 76 rue de la Benauge, Bordeaux-Bastide, Gironde. WTD 10/2/63.

ITALY—Locks for pinball, coin operated machines. Riflip-Organizzazione Costa, (importer, wholesaler), via Boucheron, 4, Turin.

Hand tools, accessories for mechanical industry. Direct purchase and agency. O.C.M., (Officina Costruzioni Meccaniche), (manufacturer), via Balio, 1, Nizza Monferrato (Asti Prov.).

Wire and cable stripping equipment. Direct purchase and agency. Alfredo Dorlatti, (importer, wholesaler), C.so Liberta', 6, Canelli (Asti Prov.).

Non-mechanized gardening implements. Pietro Tirone, (importer, wholesaler), P.zza Statuto 4, Turin.

NORWAY—Hardware for pleasure boats. Leif H. Strom, (importing wholesaler, manufacturers' agent), Dronningensgate 16, Oslo. WTD 4/8/60.

SOUTH AFRICA—Gas-operated tools such as blow torches, soldering irons. Direct purchase and agency. Leigh and Hurwitz, (Pty), Ltd., (agency), P.O. box 3236, Johannesburg. WTD 3/15/63.

343 Heating Apparatus, Plumbing Fixtures

CHILE—Butane gas equipment, accessories, controls, appliances; direct purchase and agency; requests replies in Spanish. Teodoro Ribera B., Distribuidora de Gas Licuado Riber-Gas, Bulnes 382, Casilla 408, Temuco. WTD 9/26/63.

GERMANY—Magnetic filters for water filtration. Direct purchase and agency. Grosshandelshaus Fritz Riedel, (importer, exporter, wholesaler), 9 Burgfriedenstrasse, Frankfurt/M/Roedelheim.

LIBYA—Plumbing fixtures: showers, baths, sinks, toilets; full range of sanitary ware for commercial and residential premises. Stelios Scarakis, (importer, wholesaler, retailer), P.O. box 142, Benghazi. WTD 5/1/63.

SWEDEN—Finned tubing, copper, aluminum, steel (low carbon and stainless), alloys. AB Ernils, (manufacturer, wholesaler), Spannmalsgatan 16, Goteborg C.

344 Fabricated Structural Metal Products

CANADA—Aluminum sliding doors of any description. Steel Bros. and Co., Ltd., 8699 Angus Dr., Vancouver, B.C.

ITALY—Metal building panels or sections, flooring, ceiling, metal sheeting for prefabricated and demountable metal buildings, other parts for the prefabricated house industry. Marta-Mobili Metallici Lavorazione Lamiera, (manufacturer), via Borgaro, 96/a, Torino.

■ **PAKISTAN**—Heat-treated steel tires to astm designation A-329-57-Class C, 2,635. Tender No. 214-S/3 Commodity Aid/63. Bid deadline November 4. Tender fee $5.25. Drawing fee $3.57.

■ Axles carbon steel to aar: H-126-56 Grade 'F', 56. Tender No. 214-S/3 Commodity Aid/63. Tender fee $3.15. Drawing fee $2.10. Bid deadline November 7.

Both the above are for loan No. 391-H-066. U.S. source. Import license No. 232997. The Chief Controller of Purchase, Pakistan Railway, Lahore. Detailed specifications and drawings may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-417.

SWEDEN—Heat exchangers for liquids, gases. AB Ernils, (manufacturer, wholesaler), Spannmalsgatan 16, Goteborg C.

349 Fabricated Metal Products

■ **BOLIVIA**—Pipe, cast iron in 18 or 20 ft. laying lengths, bell and spigot joint, centrifugally cast in metal or sand lined molds with bituminous coating and lining; 16-in. dia., pressure 300 psi, 1998 ft.; 10-in. dia., 100 psi, 108 ft. Fittings, cast iron, bell and spigot joint, with bituminous coating and lining; 8 units of tees and bends, all in various quantities, descriptions. Gate valves, iron body, double disc, parallel seat type, with no rising stem; 3 units in various sizes. descriptions. PIO/C No. 511Y99AI-9-20334A2. Limited worldwide (901). Bid deadline November 15. Invitation No. MOE-00021 MSP-63. Ministry of National Economy, 1492 Camacho Ave., La Paz. Cable, MINECONOMIA, La Paz. Detailed specifications, special instructions and conditions, and bid forms may be obtained from the Embassy of Bolivia, 1145 19th St. NW., Washington, D.C., Attn.: Dr. Saledo. SBC-421.

CANADA—Ball valves. Direct purchase and agency. Bestobell. (Canada), Ltd., (manufacturer, importer, distributor), 4 Bestobell Rd., Toronto 14, Ontario. WTD 10/10/63.

GERMANY—Magnetic valves used in the construction of machinery, in the chemical industry, and in mineral oil refineries; requests replies in German. Gecos Armaturen GmbH., 3225 Postfach, 97d Feldstrasse, 48 Bielefeld. WTD 9/23/63.

Slide valves, taps and governing valves from ¼" to 24" suitable as shut-off valves for extreme high pressure purposes and for stainless steel pipe of the largest diameters (used 1. in the chemical industry for the manufacture of solving agents and organic materials, acids and lyes, and technical solvents and 2. used in refineries and pipe lines, in processing mineral oils, lubricants, and greases). Direct purchase and/or agency. Request price quotations C.I.F. European ports; requests replies in German. Gecos Armaturen GmbH., (importer, wholesaler, manufacturers' agent), 3225 Postfach, 97d Feldstrasse, 48 Bielefeld. WTD 9/23/63.

■ **INDIA**—Valves, mountings for 1-OFF 30′ x 8′ x 150 lb. del boilers required for 6 boilers, various sizes, descriptions, quantities; same except for 30′ x 8′ x 180 lb.; 5′ x 13′ x 100 lb. v.c.t. required for 12 boilers; 4′ x 9′ x 100 lb., v.c.t. boiler required for 30 such boilers. Reference No. 65(165)/62-AID(1). Import license No. A.588261/61/AU-DW/CCI/HQ/RM. Loan No. 386-A-055. U.S. source. Quotation date November 22. Textile Machinery Corp., Ltd., P.O. Belgharia, 24 Parganas, W. Bengal. Cable, TEXMACO, Calcutta.★ SBC-413.

ITALY—Metal leaves, foils for stamping, used in the hot printing industry. Marcello Gaggianese, (manufacturer, importer), via Sant' Anselmo, 3, Turin.

351 Engines, Turbines

■ **INDIA**—Spares for Waukesha diesel oil engines, 190066 gear ring; 192400-A gasket cylinder heads, 3 Nos.; A-60607-D, simple plunger type fuel injection pump, complete; A-156375-F, fuel injection tubes, complete with nipple, nuts, 1 set. Reference No. 73(4)/63-AID.III. Import license No. A592709/61. Loan No. 386-A-055. Quotation date November 20. The Indian Iron and Steel Co., Ltd., 12 Mission Row, Calcutta 1. SBC-422.

■ Gasoline engines, 4 cycle, single cylinder, aircooled, flange mounting, ball bearing type, rope start, crankshaft extension II, complete with kerosene attachment to be used for coupling with the power sprayers and power dusters used for protection of crops. Loan No. 386-A-055. U.S. source. Quotation deadline November 11. IL No. A 541832/62/AU-NS/CCI/HQ/NOQ/LIB. The Director of Agriculture, Sheshadri Rd., Bangalore, Mysore State. SBC-412.

352 Farm Machinery

ITALY—Tobacco leaf stringing machine; tobacco harvesting machine. Filli Moramarco, Piazza Unita' d'Italia 13, Altamura (Bari).

Tobacco leaf stringing machines (for air-curing). Paradiso S.r.l., (sales agent, manufacturer), Piazza Roma 31, Bari.

Picker machines for hazelnuts, olives. Teobaldo Bergui, (farming landowner), via Garibaldi 27, Gallo d'Alba (Cunea).

SAUDI ARABIA—Prefabricated poultry houses, other buildings suitable for chicken farm: requests replies direct from manufacturer. Mr. Hamzah Dabbagh, c/o Agricultural Development Corp., P.O. box 1039, Jidda. WTD 7/10/63.

353 Construction Machinery

ENGLAND—Power shovels, industrial tractors, loading shovels, earth movers, mobile cranes, crawlers, rubber-tired and fork-lift trucks. Agency and direct purchase. Wood, Pritchett & Partners, Ltd., (service organization), 160/166 Brompton Rd., London, SW.3. WTD 9/11/63.

ETHIOPIA—Well drilling equipment, industrial construction equipment. Mr. H. K. Ward-Smith, Managing Director, Ethio-Engineering Co., Ltd., P.O. box 2324, Addis Ababa. WTD 9/27/63.

HONG KONG—Vibratory soil compactors: wheel-mounted, self-propelled type of latest design for use in compaction of foundations, trench back-fills and pilings, as well as compaction jobs on small roads. Requests replies from manufacturers. Peter Mann, Pedder Bldg., 3rd fl., Hong Kong. (P.O. box 1181). WTD 10/19/63.

■ **INDIA**—Pile driving equipment. Loan No. 386-H-082. U.S. source. Bid deadline November 19. ISM Ref. No. D/Enq/784. Tender No. S/Project/3155-P(A)/I. Tender fee, not refundable, $4.20. Director General of Supplies and Disposals, N.I. Bldg., Parliament St., New Delhi. Specifications and conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008.

● 32 concrete mixers for mounting on flat bed rail cars of 42″ gauge. Tender No. D/Enq/780; 424/Beas/PR/51167/W-265. Bid deadline November 27. Mr. T. K. Kalia, Supt. Engr., Procurement Circle, P.O. Talwara Township, Distr. Hoshiarpur, Punjab. Brief tender specs. available free of charge, India Supply Mission, Washington, D.C.

IRAQ—Electric freight and passenger elevators; requests replies from manufacturers only. Direct purchase and agency. Mehdi Balasim Al-Yaseen, (importer, contractor, landowner), Munim al-Khedery Bldg., Mustansir St., Baghdad. WTD 9/11/63.

ISRAEL—Construction, building machinery, equipment, appliances; requests replies from manufacturers only. Direct purchase and agency. Mesco, (Israel), Middle East Scaffolding & Shuttering Co., Ltd., (importer, manufacturer, agent), P.O. box 1616, Haifa. WTD 1/15/62.

LIBYA—Mixers, bituminous and concrete, over 3.5 cu.ft., for use in general contracting work. Road rollers, scrapers for construction. General Contracting and Engineering Co., (importer, contractor), P.O. box 180, Benghazi. WTD 5/1/63.

SAUDI ARABIA—Earth-moving equipment for both road construction, agricultural use; direct purchase and agency. A. Dawood al-Gilani, (importer, wholesaler, retailer), P.O. box 661, Jidda. WTD 9/12/63.

■ **VIETNAM**—1¼″ bronze fitted unitype centrifugal pump, close coupled to 1 hp., 2850 rpm single phase, 50 cycle, 110-220 v. motor, 5 7/64″ dia. impeller, similar to Paco model J type lru, 60 pcs.; bronze fitted unitype centrifugal pump, close coupled to 2 hp. 3 phase, 2850 rpm, 220-380 v., 50 cycle motor, similar to Paco model 1J-246-561, 30 pcs. Quotation date November 4. Cong Ty Ky Thuat Va Thuong Mai Vietnam, P.O.B. 1-4, Saigon. Limited worldwide (901). SBC-415.

354 Metalworking Machinery

CEYLON—Machinery to manufacture watch cases of brass and/or aluminum and its alloys, costume jewelry, metal watch straps, cases: molding, sheet rolling, wire drawing machines; power press to emboss designs; thin film high coating equipment. E. Francis Perera & Co., (importing distributor, manufacturer), 12, Yatinuwara Vidiya, Kandy.

CHILE—Air conditioners; requests replies from manufacturers only; interested in a license arrangement. Direct purchase and agency. Ingenieria Electromecanica "Aerolite", Ltda., (manufacturer), 836/840 Cueto, Casilla 3841, Santiago. WTD 2/8/63.

All types of industrial tools, parts, accessories; power-driven hand tools; industrial, pneumatic, electric, portable; home workshop; requests replies in Spanish. Corces, Rio & Cia., Ltd., (importer, retailer, wholesaler), Ferreteria Santo Domingo, Santo Domingo 1035, Casilla 1765, Santiago. WTD 9/13/63.

■ **CHINA**—Rolling press for spoon fork, 2 sets; friction press, 2 sets; drop hammer for knife, 1 set; rolling machine for knife, 1 set; dual type automatic grinding lathe for knife, complete with motors, 2.2 kw x 2,750w x 1, 4 sets; annealing furnace complete with motor, 400w, conveyor, oil burner and turbo-blower, motorless one set; hardening furnace complete with motor, 400w, conveyor, oil burner and turbo-blower, motorless, one set; dies, 16 sets. Loan No. 113. Worldwide (890). Quotation deadline November 11. China Development Corp.—on behalf of HO Tai Development Co., Ltd., 1819 Chung Cheng Rd., Taipei, Taiwan.★ SBC-412.

GERMANY—Clamping plates, permanent magnetic, for metalworking bending machines, rotary, manual; Direct purchase or agency. Grosshandelshaus Fritz Riedel, 9 Burgfriedenstrasse, Frankfurt/M-Roedelheim.

● **INDIA**—Vertical hydraulic service presses, hand operated, 100 tons and 150 ton capacity, 3 each, for use in heavy construction equipment maintenance and repair shops. Presses shall be multipurpose units suitable for miscellaneous jobs like pressing in or out of bushings, bearings, shafts, pinions. Global procurement. Tender #415/Beas/PR/53513/W-18037, bid deadline November 29. Tender documents available from India Supply Mission (Ref: D/Enq/778) Washington, D.C., 20008.

■ American built, high speed gear shaper, to certain specifications; spur cutter sharpening fixture for sharpening spur cutters, for use on any surface or tool room grinder; diagonal gear shaving machine, completely equipped for diagonal and conventional shaving with 9″ size cutterhead, less motors, all electrical equipment, cutters, tooling, suitable for operation on 400/440 v., 3 phase, 50 cycles, a.c. current supply, with recommended accessories, if any. C&f Bombay. Reference No. 41(108)/61-AID-II. Import license No. 995631/DLF.157/60/HQ/CGI. Quotation date, November 30. Loan No. 386-A-032. U.S. source. The Mysore Kirloskar, Ltd., Harihar-Harapanahalli Rd., Yantrapur, P.O., Harihar, Mysore State. Cable, MYTOOLS, Yantrapur. SBC-418.

■ Pencil lead extrusion press of 200 tons, for horizontal extrusion with automatic cutting device, fitted with double acting main ram of suitable dimensions, double acting tamping ram of suitable dimensions, with vacuum system for tamper ram; extruding cylinders and die holders for horizontal extrusion; oil gear pumps; micrometer volume control. Complete in all respects with electric motors and starters, suitable for a.c. supply of 440 v., 50 cycles, 3 phase. Reference No. 20(44)/63-AID-II. Import license No. 977924/DLF-157/62. Loan No. 386-A-032. U.S. source. Quotation date November 30. Lion Pencils, Pvt., Ltd., 95 Marine Dr., Bombay 2. Cable, JOCELYN, Bombay. SBC-418.

■ Double ended spanners, each set consisting of 8 pcs., of sizes 6 to 22 mm.; 6 pcs., of size sae ⅜″ to 1″ t; pcs., to bsw ⅛″ to ½″, 500 sets each. Reference No. 53(106)/62-AID(1). Import license No. 129499/EI/M/L-IV. Loan No. 386-A-055. U.S. source. Quotation date November 21. India Motor Parts & Accessories, Ltd., P.B. 2422, 1/155 Mount Rd., Madras 2. Cable, INDIA-MOTOR, Madras. SBC-418.

■ Automatic header No. 5 capacity 7/16 to 5/8″, 12 hp. motor, 2 sets; trimming machine, 7½ hp.; shaving machine, pointing machine, 3 hp. each; thread rolling machine, 7½ hp.; automatic header machine, No. 3½ capacity 5/16″ to ⅜″, one motor of 7.5 hp. each machine, 2 sets; trimming machine, 5 hp.; shaving and pointing machine, 2 hp. each; threading machine, 3 hp.; slotting machines, 3 hp. motors, 2 sets; automatic cold header No. 3 capacity ¼″ to 5/16″, 2 sets, 5 hp. motors; trimming and thread rolling machines, 3 hp. each; shaving and pointing machines, 2 hp. each. Reference No. 4(1)/62-AID-II. Import license No. 978345/DLF.157/62/HQ/CG. Loan No. 386-A-032. U.S. source. Quotation date November 25. Tarasingh Harbindersingh, 190 Princess St., Bombay 2. Cable, ORGANDIES KHAR, Bombay. SBC-413.

■ Flat glass shape cutting machine with table 25″ x 52″; with air-operated cutting head suitable for cutting 24 oz. to 42 oz.; automatic diamond grinding machine, suitable for grinding auto door lights for automobiles; single spindle manual pencil edging machine with 100% concentration diamond wheels, 10″ dia., with spares. Also sufficient spares, including diamond wheels on basis of 16 hrs. running per day for one yr. Reference No. 13(20)/63-AID-II. Import license No. 977881/DLF.157/62/HQ/CG.IV. Loan No. 386-A-032. U.S. source. Quotation date November 28. Hindustan Safety Glass Works, Pvt., Ltd., 7 Chittaranjan Ave., Calcutta 13. Cable, DEVGLASS, Calcutta. SBC-413.

■ All hydraulic semi-automatic plunger type moulding press, capacity 500/125 tons, complete with electric motor and control, a.c. 3 phase, tropically insulated, complete with two electrically heated hot plates, 42″ x 36″ x 2″. Automatic screw machine, collar capacity ¾″ with accessories, machine motorized for a.c. 3-phase, 50 cycle, 440 v, tropically insulated. Reference No. 4(137)/62-AID-II. Import license No. 978374/DLF.157/62/HQ-CG.IV. Loan No. 386-A-032. U.S. source. Quotation date November 21. The National Ekco Radio & Eng. Co., Ltd., Eqart House, Bruce St., Fort, Bombay 1 (BR). SBC-413.

IRAN—Machinery for the manufacture of upholstery and furniture springs between 2.5 mm. dia. and 4 mm. dia. Capacity and other specifications of this machine is to be determined through direct correspondence. Esfanj Commercial Co., (importer), 181 Shah Ave., Opp. Bistmetri Dovom, Tehran. WTD 10/3/63.

ITALY—Lathes, drilling machines, boring machines, milling machines, grinding machines, gear cutting machines, other machine tools. Direct purchase and agency. O.C.M., (Officina Costruzioni Meccaniche), (manufacturer), via Balio, 1, Nizza Monferrato (Asti Prov.).

LIBYA—Welding apparatus, oxy-acetylene; nozzles, regulators for oxygen tanks to be used in oxy-acetylene welding. General Contracting and Engineering Co., (importer, contractor), P.O. box 180, Benghazi. WTD 5/1/63.

NEW ZEALAND—Machine suitable for manufacture of round lead seals, approx. 15 in. in dia., for use in sealing mail bags; alternatively would consider a machine for producing seals of other shapes in light metal or plastic material. Requests replies from manufacturers only. New Zealand Senior Trade Commissioner in the U.S., 1145 19th St., NW., Washington, D.C., 20036.

PAKISTAN—Machinery, equipment, various. Requests replies from manufacturers only. M/s. Pakman, Pak Chambers, Nila Gumbad, Lahore.

■ **VIETNAM**—Drills, tool bits, gear cutters, metalworking lathes, drill presses, milling machines, convex cutters, angular cutters, shapers, metal slitting saws; 30 items. PIO/C No. 430-271-9-30404. Limited worldwide (901). Bid deadline November 22. Invitation No. 1006-02103. Central Purchasing Authority, P.O. box H-5, Saigon. Cable, MAIDICH, Saigon. Specifications, conditions, may be obtained from the Embassy of Vietnam, Attn: Mrs. N. H. Quang, 2251 R St., NW., Washington, D.C. SBC-421.

355 Special Industry Machinery

AUSTRALIA—All types of highly-versatile packaging machinery; reconditioned used packaging machinery; packaging machinery which forms, fills, and seals film or laminate packaging in one operation. Mr. W. S. Baker, Managing Director, Economic Packers, Pty., Ltd., (contract packer), 5-7 Gregory St., Enfield, N.S.W.

Machinery for wrapping crackers and cookies; canning machinery; food packaging machinery; food processing machinery; machinery for processing stock and poultry feeds. Direct purchase and agency. Mr. R. D. Evans, Commercial Mgr., Henry Simon, (Aust.), Ltd., (manufacturer, importer), Francis St., Glebe, N.S.W.

BELGIUM—Machinery used in the plastic industry such as: extruders, injectors, plastiformers, vacuum machines, presses, calenders, blowing machines. Direct purchase and agency. E. J. Kennes & Co., (importer, wholesaler, exporter, agent), 80 Meir, Antwerp. WTD 2/13/63.

CAMBODIA—Complete commercial printing plant using photo offset system; flexible enough to handle work in English, French, Cambodian or Chinese; able to do color work; able to handle work sizes varying from smallest usually done in job printing up to sheets of 34″ x 24″. Also typesetting equipment. Requests catalogs, quotations. S. E. Long Boret, Secrétaire d'Etat aux Finances, Ministère des Finances, 11 Moha Vithei Preah Norodom, Phnom Penh.

CHILE—Machinery for manufacturing pot cleaners, scouring cloths. Rosa O'Ryan de Vergara, (real estate broker, importer, manufacturer), Arlegui 374, Vina del Mar. WTD 9/27/63.

ENGLAND—Machinery for the petroleum, chemical, plastic industries; any item of equipment for refineries, pumping plants, extruders, injection molders, all machinery used in the manufacture and processing of plastics. Direct purchase and agency. H.P. Burman, Ltd., (exporter, importer, sales agent), 91 Shaftesbury Ave., London, W.1. WTD 7/15/63.

FRANCE—Printing presses, medium and heavy-duty, paper, roll-fed; high-speed (up to 7,500 per hr.) rotary machines, multi-process type for continuous printing in any number of colors on one or both sides, in one run. Collating machines are desired which may at the same time perform the following operations: fabricate master sets; punch; die-cut; slit; insert; reinforce; glue; patch; eyelet; perforate, and also number the finished products (such as: accounting and register forms; tags; manifolds; tickets; labels; cartons; checks; display cards, and other specialties), products which may be delivered either cut-off, re-wound, or zig-zag folded. The printing machines should be designed to operate on 3-phase electric current, a.c., 220 v. Direct purchase and agency and/or distributorship. Imprimerie Rene Sammarcelli (formerly Sammarcelli Frères), 80bis Cours de l'Argonne, Bordeaux, Gironde. WTD 10/4/63.

■ **GREECE**—Napkins wrapper, 2, consisting of plastic sealing system, electric eye, special electrics, double line girth performer, paper floor stand, sulfite and glue sealing system, extended conveyor, overseas spares. Cif Piraeus. Loan No. 240-H-028. U.S. source. Quotations desired by November 11. Athens Papermill Co., Ltd., Theseos 10, Athens. SBC-415.

■ **INDIA**—Automobile tire machinery, equipment. Various sizes, number of tire and tube moulds, bead rings, drums. 75″ McNeil tire curing press, 1200-20; heavy duty tire building machine, 1200-20, same but extra width band. Reference No. 14(7)/63-AID-II. Import license No. 978239/DLF-157/62/HQ/CG.III. Quotation date November 20. Loan No. 386-A-032, U.S. source. Madras Rubber Factory, Ltd., 175/1, Mount Rd., Madras 2.★ SBC-413.

■ Two-station taping machines to insulate copper strips up to 1″ wide x 5/16″ thick with up to eight papers, butt lap or overlap; taping machines for applying either a single or double cover of paper, disc of 5″ OD x 1⅜″ bore, to 10 lines of wire in range from 16 to 25 swg; ten-ton hoist for the furnace; intermediate wire drawing and resistance annealing machine, complete, including 75 hp. motor and control and 500 No. spooler; components for strip drawing machine, including wire straightener, vertical edging roll unit, traversing recoiler, collapsible coiling reel, 3 hp., U.S. electric variable speed drive, with electromagnetic brake and magnetic starter, push-button station. C&f Bombay. Loan No. 386-A-032. U.S. source. Quotation deadline November 30. IL No. 977819/DLF.157/62/HQ/CGI. Ref. No. 20(27)/63-AID-II. Devidayal Rolling & Refineries, Pvt., Ltd., Gupta Mills Estate, Reay Rd., Bombay 10. SBC-420.

ITALY—Bronze types for hot gold printing presses. Marcello Gaggianese, (manufacturer, importer), via Sant'Anselmo, 3, Turin.

PAKISTAN—Textile machinery, spare parts, accessories. Pak Art Mills, Ltd., (manufacturer), 400 A Peshawar Rd., (P.O. box 59), Rawalpindi. WTD 9/30/63.

■ Spares for oxygen plant, including rectification oxygen column and set of dryers and filters; heavy duty industrial refrigeration compressor of 6″ x 6″, 7″ x 7″ and 9″ x 9″; filter-separators for water/dirt removal, capacity 600 g.p.h.; spares for filter, separators, comprising automatic water discharge valves and flow control valves; spare elements, sleeves for filter-separators; industrial air conditioners package type, of 5, 7½ and 10 tons capacity, water-cooled, suitable for operation on 400 v., 3 phase, 50 cycle, a.c. system; spares for industrial conditioners. Import license No. 233323. Loan No. 391-H-066. U.S. source. Quotation date November 4. Gillanders Arbuthnot & Co., Pakistan, Ltd., P.B. 271, Attar Singh Bldg., The Mall, Lahore. SBC-418.

PHILIPPINES—Rubber reclaiming equipment. Deferred payment basis preferred. American Steel Windows, Inc., (manufacturer), 36 Sampaloc Ave., Quezon City; Box 435, Manila.

SAUDI ARABIA—Automatic equipment for processing poultry for market; requests replies direct from manufacturers. Mr. Hamzah Dabbagh, c/o Agricultural Development Corp., (importer, distributor), P.O. box 1039, Jidda. WTD 7/10/63.

TRINIDAD—Packaging machinery for dry food powders in polythene lined paperbags in 2 oz., 4 oz., 8 oz., and 16 oz. capacities; requests catalogs from manufacturers only. Pearce Duff, (Trinidad), Ltd., (manufacturer), O'Meara Industrial Estate, Arima, Trinidad, W.I.

356 General Industrial Machinery

AUSTRALIA—Metal spray equipment. Commonwealth Engineering, (Q'ld), Pty., Ltd., (manufacturer), 113 Evans Rd., Rocklea, Brisbane, Queensland. WTD 9/30/63.

● **COLOMBIA**—Pumps, valves, meters, dosers, mixers, coagulators; various quantities; tender No. E-3, bid deadline November 15. Bidding documents available from Planta Colombiana de Soda, Edificio Banco de la Republica, Piso 12, Bogota for 250 pesos (about U.S. $25—10 pesos equals U.S. $1) per set.★ (Telephone: 202-WO 7-5589).

■ **GREECE**—6-cylinder ammonia compressor of approx. capacity of 25 t.r. at 25 lb., suction and 185 lb. discharge pressures, with required check valve; 9-cylinder ammonia compressor of approx. capacity of 40 t.r., same. Loan No. 240-H-028. U.S. source. Quotation deadline November 9. Serres Ice-Making Co., S.A., Serres. SBC-415.

■ **INDIA**—Plant and instrument air compressors to #11-B, cooling water pumps, drives to #4-T, cooling water circulation pumps and drives to #13T-2, specification STP/Group F—part 2, for the 300 mw Satpura Thermal Power Station being constructed near village Sarni about 20 km. from Ghoradongri Railway Station, in Betul Dist. M.P. Loan No. 386-H-077. U.S. source. Bid deadline November 12. Madhya Pradesh Electricity Board, Office of the Superintending Engineer (Projects), P.B. No. 34, Jabalpur, M.P. Copies of the specifications containing details of the scope of the work, conditions of tendering and tender forms can be obtained from the Office of the Superintending Engineer (Projects) on payment of $11.00 per copy by money order or in cash to the Regional Accounts Officer, Madhya Pradesh Electricity Board, Jabalpur, M.P. SBC-417.

■ Vibratory foot rollers, 2; water sprinklers, 8,000-gal. capacity, 2. Loan No. 386-H-082. U.S. source. Bid deadline November 13. ISM ref. No. D/ENQ/786. Tender No. S/Project/3125-P/(C)/Roller I. Tender fee, not refundable, $4.20. Director General of Supplies and Disposals, N.I. Bldg., Parliament St., New Delhi. Specifications and conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008. SBC-417.

● Air compressors, 12; with air receivers, water cooling units, air coolers. Tender No. 432/E/28 Beas/Pr/51151, bid deadline, November 12. T.K. Kalia, Superintending Engineer, Procurement Circle, P.O. Talwara Township, Dist: Hoshiarpur, Punjab. Tender available free from the India Supply Mission, (Ref. D/ENQ/785), 2536 Massachusetts Ave., NW., Washington, D.C., 20008.

■ Hydraulic compressors, 100 tons capacity, complete with metal shipping case, hand-operated pump, ground stand and 25 ft. of hose pipe, 2 Nos.; hydraulic dies, for use with compressor, 0.2 c.e., 0.15 c.e., 6 sets each; hydraulic compressor 60 tons capacity, complete with metal shipping case, ground stand and hand-operated pump, 25 ft. hose pipe, 2 Nos.; hydraulic dies, suitable for use with the compressor for steel wire of 7/10 swg., 4 sets. Reference No. 4(196)/62-AID-II. Import license No. 978111/DLF-157/62-AID-II. Loan No. 386-A-032. U.S. source. Quotation date November 23. Kamani Engineering Corp., Ltd., Agra Rd., Kurla N., Bombay 70 (AS). SBC-418.

■ The item for 6,000 pieces Ambassador (or equal) rear bearing No. 162246 has been canceled in its entirety. (INTERNATIONAL COMMERCE, October 14, p. 82). Loan No. 217. U.S. source. IL No. A.587455/61/AU-DW/CCI/HQ/RM/L-II(E). Ref. No. 65(255)/62-AID(1). Hindustan Motors, Ltd., Uttarpara, Hooghly. SBC-420.

ITALY—Complete natural gas-fired lime kiln. Dott. Vincenzo Ricciardi, (sales agent), Piazza Eroi del Mare 9, Bari.

LIBYA—Portable air compressors for construction use. General Contracting and Engineering Co., (importer, contractor), P.O. box 180, Benghazi. WTD 5/1/63.

PAKISTAN—Ball and roller bearings. Requests replies from manufacturers only. M/s. Pakman, Pak Chambers, Nila Gumbad, Lahore.

● Spare parts for oil mill machinery: for Anderson due expellers, manufactured by V.D. Anderson Co., 1935 W. 96th St., Cleveland 2, Ohio, various descriptions, part numbers, quantities, 24 items; for Fommco model F88 screw presses, manufactured by French Oil Mill Machinery Co., various, 9 items; for Bauer 198 double drum rotary hull beater, manufactured by Bauer Brothers Co., Springfield, Ohio, various, 23 items; for Bauer 199 pneumatic seed cleaner Drg:217196R, 8 items; for Bauer 176 48″ double shaker, 11 items; for Carver linters, manufactured by Carver Cotton Gin Co., 6 items; complete reductors to drive screw conveyors of oil mill. Loan No. 391-H-066. U.S. source. IL No. 355640. Quotation deadline November 5. Wazir Ali Industries, Ltd., Kali Rd., Hyderabad. Cable, COTTONGOLD.★ SBC-412.

■ **TURKEY**—Automotive ball and tapered roller bearings, various numbers, mrc, ls, green clutch, rbc, or equal. Approx. $5,000. Import license No. 002117. Teknik Ticaret Adi Kom. Sti., Kostantin Ster-Yiopulos Ve Ortagi., Taksim, Yogurtcu Faik, Sokak No. 5/A, Istanbul.

■ Bower bearings or equivalents, large quantities, various bearing numbers. All bearings to be supplied should be individually packaged. Cost of seaworthy packing in wooden cases should be included in offers. Delivery in four to six weeks after receipt of firm order. Fob vessel New York, and c&f Istanbul, estimates should be given. All offers to be in five copies. Import license No. 2116. Gabriyel Adut Ve Ortagi Adi Komandit Sirketi, Demiray Han 409, Yesildirek, Istanbul.

Both the above are for U.S. source. Quotation date November 9.★ SBC-419.

■ Roller bearings, various, 171 items, such as seal master, new departure, s.k.f., timken tapered, hyatt, bower and b.c.a. bearings. S/A No. 7997. U.S. source. Karayollari Genel Mudurlugu (General Directorate of Highways), Malzeme Subesi Mudurlugu, Yenisehir, Ankara. Detailed specifications may be obtained from the Turkish Embassy, Board of Counselors for Economic Affairs, 2523 Massachusetts Ave., NW., Washington, D.C. SBC-422.

■ **VIETNAM**—Booster pumpset, designed for delivery of 30 gal. per min. against a total head of 200 p.s.i., 1 each; motor starter controls designed for tropical service in conjunction with pumpset, 1 each. Loan No. 62. Worldwide (899). Bid deadline November 27. Invitation No. 1008-02103. Central Purchasing Authority, P.O. box H-5, Saigon. Specifications and conditions may be obtained from the Embassy of Vietnam, 2251 R St., NW., Washington, D.C., 20008. SBC-420.

357 Office, Computing, Accounting Machines

■ **PAKISTAN**—Adding calculating machines; office copying machines; cash registers; office distaphones, $5,000. Import license No. 293382. Loan No. 391-H-066. U.S. source. Quotations desired by November 6. M/s. United Suppliers & Co., 19-20, Sadarghat Rd., Chittagong. SBC-414.

VENEZUELA—Office machines including computing and accounting machines, typewriters, duplicating, reproduction. Direct purchase and exclusive agency. McBee de Venezuela C.A., Apartado 2640, Caracas, Edificio Industrial, Salerno, Avenida Principal de Los Cortijos de Lourdes, Caracas. WTD 9/25/63.

358 Service Industry Machines

GERMANY—Residential air conditioning units. Terramar G.m.b.H., (importing distributor), Hagedornstrasse 26, Hamburg 13. WTD 3/28/63.

■ **GREECE**—Pressurized tracer gas station; electronic leak detector of hermetic refrigerating units for household refrigerators; combined station for dehydrating, degassing, precision charging hermetic refrigerating units; electrical tester of hermetic refrigerating units for household refrigerators; various descriptions, operation characteristics. $9,000. Loan No. 240-H-028. U.S. source. Quotation deadline November 12. Biometal, Inc., 7 Hippokratous St., Athens 143. Cable, ESKIMO. SBC-417.

■ Refrigeration compressors, up to 50 hp.; condensers, up to 200 sq. ft.; cooling towers, up to 60 r.t.; cooling units up to 480,000 btu; refrigerator fittings, accessories; air conditioning packaged units, from 3 hp. up to 15 hp. Fob factory, fas port of exit, c&f Priaeus or Thessaloniki. Approx. $80,000. Quotations desired by November 15. Loan No. 240-H-028. U.S. source. Electromechanical, Ltd., 10 Stadiou St., Athens 133. Cable, RHEC, Athens. SBC-418.

IRAQ—Commercial cooking equipment; electric, gas, kerosene. Direct purchase and agency. Abdulamir Abdulkarim Shakarchi, (importer, agent, manufacturer), Dhukair Bldg., Baghdad. WTD 10/5/63.

ITALY—Washing machines, dishwashing machines, ironing machines, centrifugal-type drying machines for hotels, restaurants, hospitals. Lowenthal di Stefano Gamba S.A.S., C.so Lecce, 53, Turin.

Air-conditioning, water-cooling and refrigerating apparatus for both household and industrial uses. Components to be assembled in Italy. Fratelli Cerrato, (manufacturer, importer), via Lemie, 41, Turin.

KUWAIT—Refrigerators, room air conditioners. Direct purchase and agency. Hamad Khalifa Humaidah, (general merchant, importer), P.O. box 166, Kuwait. WTD 9/29/63.

■ **PAKISTAN**—Air conditioners, above 3 h.p., including industrial air conditioning cold storage equipment; jute bags seaming machines; printing machines, Chandler & Price new series, 8x12″, 10x15″, complete with standard parts, accessories plus long ink fountain, roller mold, set of tight and loose pulleys impression wrench, gripper wrench, style 80100AA; electric motors, ½ h.p., ¾ h.p., and above 39 h.p. for general purpose, special types, with and without starters, 1400/1459 r.p.m.; diesel engines, various ranges, especially between b.h.p. 3-6, 6-12, 20-30, 40-45, 50-55, 60-65, 70-75; vertical cross tube boiler 9′x4′, rated steam capacity 700 lb. per hr., complete with oil burner for three oil, electric boiler feed pumps, fuel oil storage tank, water feed tank, and motor controls; Blackstone generating set, model ER2, 90 kva, rated output 72 kw., complete 2 cylinder diesel engine, starting equipments, controls; direct coupled electric centrifugal pumping sets and direct coupled engine driven pumping sets from suction and discharge, 1″x1″ to 3″x3″; outboard motors from 1 to 30 hp.p and diesel outboard engines, 15 h.p.; flatlock, overlock sewing machines; electric apparatus, including continuous max. rated slipring induction motors, protected type enclosures, foot mounting, with bare extended shaft and keyway suitable for operating on 400/440 v., 3 phase, 50 cycles system, h.p. 35, 40, 50 and 60, poles 4, 6; oil immersed, wall mounting type, starter/rotor starter panels incorporating one volt and three overload releases for the motors; metal clad, wall mounting type switch with h.r.c. fuses, 500 v., triple pole, 200, 300, 400, 500 amp. $6,713. Loan No. 391-066. U.S. source. Quotation deadline November 9. IL No. 190613. M/s. Ismail Dadabhoy, 12 Barakatara Lane, Dacca 1, E. Cable, DASTON, Dacca. SBC-417.

● One central packaged air conditioner, 36,000 btu capacity, installed with ductwork at Mymensingh, East Pakistan; tender No. Pur. 23-26/63/506, bid deadline, November 11. Mr. F. Rizwi, Purchase Coordinating Officer, T & T DTc. General, Block No. 48-A, Government Offices, Shahrah-e-Iraq, Karachi. Tenders are available for $1.05 from Consulate General of Pakistan, 12 E. 65th St., New York, N.Y. (Telephone: TR 9-5800) and★ (202-WO 7-5589).

SAUDI ARABIA—Air coolers for domestic use; direct purchase and agency. 'Abd al-Rahman Dawad al-Jilani. P.O. box 661, Jidda. WTD 9/12/63.

Domestic air conditioners; direct purchase and agency. 'Abd al-Rahman Dawad al-Jilani, (importer, wholesaler, retailer), P.O. box 661, Jidda. WTD 9/12/63.

■ **UNITED ARAB REPUBLIC**—Machinery, equipment required: superplate cooler for cooling milk or ice cream mix, 600 gal. per hr. capacity; ice builder cabinet, to supply cooler with chilled water; pump; single tube freezer; cold milk separator; equipment for refrigeration of an ice cream hardening room; compressor; condenser; unit cooler; controls; ice cream cabinets. Loan No. 263-A-006. Sub-loan No. 23. U.S. source. Quotation date November 12. Industrie Du Froid, S.A.E., 46 Abdel Khalek Saroit St., Cairo.★ SBC-418.

359 Machinery

HONG KONG—Flexible hose for use at water discharging terminals; requires 150 lengths high-pressure flexible hose, 30 ft. long with a dia. of 6 in., to be employed in bridging the gap between the discharge pipes of tankers

and the land-based water main connections. Colonial Secretariat, Lower Albert Rd., Hong Kong.

360 Electrical Machinery, Equipment, Supplies

FRANCE—Electrical transmission, distribution, control equipment; electrical lighting fixtures for homes and industrial premises; requests replies in French or German from manufacturers only. Direct purchase and agency. A. Baumann & Cie., S.A., (importing wholesaler), 16, Place de la Gare, Strasbourg (Bas-Rhin). WTD 4/8/63.

SPAIN—Electrician's supplies including electrical wires, cables. Casa Ros, (importer, wholesaler, retailer), Camoens 1, Ceuta. WTD 3/8/63.

361 Electric Transmission, Distribution Equipment

● **COSTA RICA**—Supply of 195 metal panelboards of various sizes consisting of 3 wire, 2, 4, 6, 8 and 12 circuits; also 600 circuit breakers ranging from 20 thru 50 amp. Tender No. 8821, bid deadline October 22. Departamento de Licitaciones Publicas, Proveeduria Nacional, San Jose.

FRANCE—Audio-frequency, electro-acoustical apparatus, measuring devices; requests replies in French; selling agent and/or distributor in France or section thereof. Direct purchase and agency. Leo et M. Lasserre, (wholesaler, retailer, manufacturer), 46 rue du Languedoc, Toulouse, Haute-Garonne. WTD 4/5/63.

■ **INDIA**—High voltage and low voltage outdoor porcelain bushings, suitable for use on 22 kv. and 11 kv. distribution transformers, with or without metal parts, including arcing horns, to certain specifications. 1500LV(0.4 KV), 11 KV, 500, 22 kv, 1000, outdoor bushing type for all. Ref. No. 65(89)/62-AID(1). Import license No. A. 591046/61. Loan No. 386-A-055. U.S. source. Quotation date November 27. Radio & Electricals, Ltd., 38 Mount Rd., P.B. No. 730, Madras 6. Cable, RELMER, Madras.★ SBC-418.

■ A.C. magnetic contactors, class 8502, type CO-2, 125 v., 50 cycles, 3 phase, open type, 300 units. Loan No. 386A-055. U.S. source. Reference No. 65(113)/62-AID(1). Import license No. A.587947/61/AU-DW/CCI/HQ/RM/L-II (E). Quotation date November 26. Macneill & Barry, Ltd., 2 Fairlane Pl., Calcutta 1. Cable, MACNEILLS, Calcutta. Additional information, if required, may be obtained from Square D Co., Export Dept., 425 Country Ave., Secaucus, N.J. SBC-418.

■ Stepdown power transformers, 3 phase, oil immersed, triple rated (OA/FA/FOA), three winding, outdoor type, complete with oil, including 10% spare, and all accessories, 2 Nos.; outdoor, neutral grounding resistors, stainless steel, with screened enclosures, 6640 v. line to neutral, resistance 3.5 ohms, rated current 2000 amps, 10 seconds, for resistance grounding the lt neutrals of transformers, 2 Nos.; hydraulic jacks for transformers, one set; spare parts, one set; spare parts, accessories, instruction booklets, maintenance manuals, special tools. Loan No. 386-H-082. U.S. source. Ref. No. I&P(1)/63-082-AID.III. Purchaser's No. J-24. Quotation deadline November 20. The Tata Hydro-Electric Power Supply Co., Ltd., The Andhra Valley Power Supply Co., Ltd., and the Tata Power Co., Ltd., Bombay House, Bruce St., Fort, Bombay 1.★ SBC-420.

● **MALAYA**—Supply and erection of outdoor double-bus 132 kv and 33 kv switchgear, related equipment. Contract No. 1A, bid deadline November 18. Tender documents may be obtained from Messrs. Preece, Cardew & Rider, 8, 10 & 12 Queen Anne's Gate, London SW.1, upon payment of $28.00 not refundable.★ (Telephone: 202-WO 7-4242).

362 Electrical Industrial Apparatus

INDIA—Welding electrodes of the following specifications: used with d.c. electrode positive polarity, or a.c. at min. open circuit voltage of 80; to be supplied in gauge 10 to 2. Wgt. per ft. of welding current: gauge: 10, 8, 6, 4, 2; approx. wgt. per ft. (lb.): 0.07, 0.11, 0.15, 0.19, 0.25; current (amp): 350-650, 400-750, 550-1000, 600-1200, 700-1200; typical chemical analysis: all weld metal. c—0.06; mn—1.32; si—0.84; s—0.03; p—0.03; me—0.71; typical mechanical properties: max. stress: 45 t/sq.in. 71 kg/sq. mm. elongation: on 3.54d—30%; reduction in area—62%; bend test—over 180° w/out failure. The General Mgr., Wheels, India, Ltd., (manufacturer), 37 Mount Rd., Madras 6. WTD 9/30/63.

■ Coating unit 48" dia., 2/8 evaporator sources with provision of attachment for continuous feeding the sheet, with electrical fittings, spare parts, tools, accessories, including three flow coaters, two eight station rotators, four stainless steel dye tanks, galvanized rinse tanks, electrically heated six truck bake oven, complete, 100 Boston couplings, to make extra reels. Fas port of exit basis. Requests for further details should be addressed to: Mr. S. K. Ahuja, B.E., G.I. Mech. E.A.M., A.IEE, A.M.I.E., c/o Mr. Petrey, 5 Koln Niehl, Graditzer Str. 17, West Germany. Reference No. 14(9)/63-AID-IL Import license No. 977916/DLF-157/62. Quotation date November 15. Light Engineering Enterprises, 105/591 Bhannanapurwa, Kanpur, U.P. Cable, STRAWBERRY, Kanpur. Loan No. 386-A-032. U.S. source. SBC-413.

■ Standard universal testing machine, "L" type, 60,000 lb. capacity, with 2" x 8" mechanical extensometer, weld guided bend tool and double acting punch accessories. Cif Bombay. Shipment before January 31, 1964. Reference No. 20(21)/63-AID.II. Loan No. 386-A-032. U.S. source. Import license No. 978278/DLF-157/62. Quotation date November 20. Kosan Metal Products, Ltd., 53/57 Laxmi Insurance Bldg., Sir P.M. Rd., Fort, Bombay 1. Cable quotations acceptable. SBC-413.

● Supply of electrode wire and flux for automatic submerged arc build-up welding. Tender No. 430/Beas/PR/4287/W-269, global procurement, bid deadline November 27. India Supply Mission, (D/ENQ/782), 2536 Massachusetts Ave., NW., Washington, D.C., 20008.

ITALY—A.C. electric motors of ⅙, ¼, ½, ¾ and 1 hp., monophase and triphase, 220/320 v. Sorica Bruciatori, (manufacturer), via XXIII Marzo, 359/361, Novara.

LIBYA—Portable generator sets, diesel-powered, for construction work. General Contracting and Engineering Co., (importer, contractor), P.O. box 180, Benghazi. WTD 5/1/63.

■ **PAKISTAN**—Electric motors, ¼, ½ and ¾ hp., 220 v., single phase, 50 cycles, a.c. supply, 1400 and 2900 rpm., squirrel cage, screen-protected, motor with shaft extension on both sides, double cage-protected motors for same; control gear, switch fuses, triple pole, 500 v.; generating sets and alternators; petrol driven d.c. generating sets; diesel engine industrial, 5 hp. up to 50 hp., not to exceed 1800; compressors; outboard motors and marine engines, various sized; concrete mixers, vibrators and compactors; pumps, petrol driven centrifugal, 10 and 20 g.p.m., total head of 50, 60, 80, 110, 150 ft.; g.m. cylinder kits, part No. 5194496. Approx. $12,500. Import license No. 302478. Loan No. 391-H-066. U.S. source. Quotation date November 6. James Warren & Co., Ltd., Quaid-E-Millat Rd., P.B. No. 44, Chittagong, E.★ SBC-414.

● **SUDAN**—Supply two diesel engines, enclosed, vertical, four stroke, min. rating 30 bhp, 1,000/1,200 rpm with two generators, 415 a.c., 3 phase, 50 cycle, power factor 0.8 rated 22 kva, wound to British standard specification No. 168 with switchboard, spare parts. Tender No. 162, bid deadline November 13. Purchase to be made by The Sudan Government Purchasing Agent, Sudan Embassy, 3-5 Cleveland Row, St. James's, London, SW. 1.★ (Telephone: 202-WO 7-4242).

■ **VIETNAM**—Machinery, equipment for a complete chlorine alkali electrolysis factory for a capacity of 3,700 kgs/day of NaOH, corresponding to 3,280 kgs/day of Cl_2 gas, consisting of ac power generating, silicon rectifier, brine preparation, electrolytic cell, caustic evaporation, hydrochloric acid, and bleaching powder sections; bhc plant; sniff gas absorption system; steam boiler; water supply system; miscellaneous, electric, laboratory equipment and supplies, fire extinguishing apparatus, safety equipment for personnel protection. Limited worldwide (901). Quotation deadline November 19. Nam My Alkali Co., Ltd., 87-B Ham Nghi, Saigon. C&f only. Fob and freight costs must be indicated separately. 100% U.S. flag vessels. A copy of each offer should be sent to the Director General of Commerce, 59 Gia-Long, Saigon, and a copy to the Industrial Development Division, US AID, 32 Ngo-Thoi-Nhiem, Saigon. Copies of detailed specifications may be obtained from the Office of Small Business, AID, Rm. 2120 Barton Hall, Ohio Dr. and Independence Ave., SW., Washington, D.C. SBC-412.

363 Household Appliances

ENGLAND—Institutional kitchen equipment: dishwashers, waste disposers. Direct purchase and agency. Sales Expansion, (Engineering), Ltd., (importer), 11/13 North Rd., London, N.7. WTD 7/16/63.

GERMANY—All sorts of non-electric and small electric household appliances. Direct purchase or agency; requests replies in German. Geka-Werk, (manufacturer, importer), Reinhold Klein K.G., 19 Strutweg, Gemueden/Wohra Krs. Frankenberg/Eder.

HONG KONG—Household electrical appliances; requests replies from manufacturers of high standing, with catalogs and technical information relative to items offered. The Dragon Seed Co., Ltd., (department store), P.O. Box 79, 37-39 Queen's Rd., C., Hong Kong. WTD 5/27/63.

IRAQ—Refrigerators, washing machines, cooking stoves. Direct purchase and agency. Zbdulamir Abdulkarim Shakarchi, (importer, agent, manufacturer), Dhukair Bldg., Rashid St., Baghdad. WTD 10/5/63.

SAUDI ARABIA—Domestic, non-automatic washing machines; direct purchase and agency. 'Abd al-Rahman Dawad al-Jilani (importer, wholesaler, retailer) P.O. Box 661, Jidda. WTD 9/12/63.

Household refrigerators; direct purchase and agency. 'Abd al-Rahman Dawad al-Jilani, (importer, wholesaler, retailer) P.O. box 661, Jidda. WTD 9/12/63.

SPAIN—Plumbing supplies, including bathroom hot water heaters. Casa Ros, (importer, wholesaler, retailer), Camoens 1, Ceuta. WTD 3/8/63.

364 Electric Lighting, Wiring Equipment

BARBADOS—Table, ceiling, standard lamps. Anthony Brown & Co. (commission agent, manufacturer's representative), Plantations Bldg., Bridgetown. WTD 9/5/63.

HONG KONG—Household electric lighting fixtures; requests replies from manufacturers of high standing, with catalogs, technical information relevant to items offered. The Dragon Seed Co., Ltd., (department store) P.O. box 79, 37-39 Queen's Rd., C., Hong Kong. WTD 5/27/63.

■ **TURKEY**—Electric light bulbs for vehicles, 6 v. Approx. 5,000. IL No. 126352/7992. PA No. 277-700-901-356-3227. Limited worldwide (901). Quotation deadline November 2. Sedat Emre, Sakarya Caddesi Emek, Ap NO:7/2 Yenisehir, Ankara. Cable, EMRE, Ankara. SBC-421.

365 Radio, Television Receiving Sets

CHILE—Tape recorders. Radio Interamericana, Anibal Pinto 345, Casilla 97, Concepción. WTD 2/27/62.

366 Communication Equipment

CHILE—Broadcast transmitters (AM & FM), studio audio systems, broadcast equipment n.e.c., consoles; equipment must be in Chile by January 1, 1964; would like equipment on EX-IM Bank exporters credit. Radio Interamericana, Anibal Pinto 345, Casilla 97, Concepción. WTD 2/27/62.

■ **CHINA**—Procurement of 41,500 terminals of dial telephone central office equipment under invitation No. AID-001. Bid opening date, October 31. The bid bond to be submitted should be valid for 100 days after October 31, instead of the date set forth in the bidding documents. Loan No. 12. U.S. source. The Central Trust of China, 68 Yen Ping Nan Rd., Taipei, Taiwan. Procuring Agent for the Taiwan Telecommunication Administration, Taipei, Taiwan. SBC-420.

■ **INDIA**—Long range R/T installation ground station equipment for hf air/ground voice communication, 2 sets; vhf omni-directional radio range, 5 sets. Reference No. D/ENQ/775. Tender No. SE-4/2286-P/3104-P/III. Tender fee, not refundable, $2.10 each. Loan No. 386-H-082. U.S. source. Bid deadline November 12. Director General of Supplies and Disposals, N. I. Bldg., Parliament St., New Delhi. Specifications and conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008. SBC-418.

● **NEW ZEALAND**—Transistorized v.h.f. transmitter-receivers. Supply of 28 miniature, for use by the Search and Rescue Organization of New Zealand, for ground mobile service. Size, weight, ruggedness will be prime considerations. The equipment is to operate in the 118 mc. to 132 mc. frequency range, without replacement of components other than crystals. Tender No. GPO157/1348, bid deadline November 27. New Zealand Post Office, Stores Division, Wellington. Copy of bid documents available from New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington, D.C., 20036.★ (Telephone: 202-WO 7-4036).

SPAIN—Intercommunications systems (interroom equipment). Casa Ros, (importer, wholesaler, retailer), Camoens 1, Ceuta. WTD 3/8/63.

367 Electronic Components, Accessories

BRAZIL—Radio tubes; electronic components for radio, television sets. Electronica Jaques, Ltda., (importer, wholesaler, retailer), rua 20 de Abril 9, loja, Rio de Janeiro, Estado da Guanabara, ZC-86. WTD 10/1/63.

CHILE—Phonograph pick-ups; (ampex). Equipment must be in Chile by January 1, 1964; would like equipment on Ex-Im Bank exporters credit. Radio Interamericana, Anibal Pinto 345, Casilla 97, Concepción. WTD 2/27/62.

GERMANY—Semiconductors, such as transistors, diodes; electronic components, such as micro modules; requests replies from U.S. manufacturers only with price quotations cif European ports. Direct purchase and/or manufacturer's agent. Luftfahrt-Technik GmbH. K. G., Postfach 5306, 4 Duesseldorf. WTD 6/14/63.

ISRAEL—Electronic equipment for science, industry, components, parts, subassemblies; requests offers with catalogs, price lists from manufacturers. Agency and/or direct purchase. Medtechnica, Ltd., (importer, distributor), 18A King George St., P.O. box 2695, Tel Aviv. WTD 8/28/63.

NETHERLANDS—Electronic equipment, equipment, parts, electro-technical items for military and civil aircraft industries. Direct purchase and exclusive agency. Technische Handelsonderneming Olfaero, 245 Rembrandtweg, Amstelveen. WTD 9/4/63.

VENEZUELA—Selenium and silicon radio and TV parts, also knobs, central electronic equipment, as well as hardware for electronic purposes. Direct purchase and agency. Consorcio Internacional de Representaciones Electronica, C.A., Calle Aranda 14, Quinta Marlene, Los Chaguaramos, Caracas. WTD 9/25/63.

369 Electrical Machinery, Equipment, Supplies

CEYLON—Raw materials for the manufacture of flashlight batteries; chief raw materials are acetylene soot (carbon black) 100% compressed, brass caps of 70% copper, 30% zinc, carbon rods 8 x 58 mm., paraffined cardboard in rolls, dry adhesive (for paper for tubes), manganese dioxide min. 80% MnO_2, mercuric chloride, national adhesive (for labels), paper for tubes, paraffin wax, sal ammoniac, wrapping gauze, wrapping yarn, zinc cans, zinc chloride 98/100%, zinc oxide, electrolytic manganese dioxide. The Accountant, Elephant Lite Corp., Ltd., (manufacturer), P.O. box 1224, 3rd Fl., National Mutual Bldg., Chatham St., Colombo 1. WTD 9/19/63.

ISRAEL—All kinds of electro-medical equipment, supplies; importer, distributor requests offers with catalogs, price lists from manufacturers. Agency and/or direct purchase. Medtechnica, Ltd., (importer, distributor), 18A King George St., P.O. box 2695, Tel Aviv. WTD 8/28/63.

371 Motor Vehicles, Motor Vehicle Equipment

ITALY—Carburetor air cleaners, lubricating oil filters, automobile engine transmission belts, brake, clutch linings, shock absorbers, bearings for automobiles. Direct purchase and agency. Saverio Massari, via Firenze 41, Rome.

Automobile safety belts. Giorgio Chiosso & C., (agent), via Vitt. Emanuele, 14, Chieri (Turin Prov.).

■ **JORDAN**—Pickup trucks, ¾ ton, 6 cylinder, 125 brake hp., GW 5800 lb., 6 each; truck, stake body, 1½ ton, light duty, 9 ft., gross wgt. 10,000 lb., 6 cylinder, 135 brake hp.; trucks, station wagon type body, 6 cylinder, 105 max. brake hp., 6 each. PIO/C No. 278-A-11-AC-9-30160. Limited worldwide (901). Bid deadline November 12. Invitation No. 63-9. The Hashemite Kingdom of Jordan—Supply, Import & Export Dept., P.O. box 830, Amman. Copies of specifications may be obtained from the Office of Small Business, AID, Rm 2120 Barton Hall, Ohio Dr. and Independence Ave., SW., Washington, D.C. SBC-420.

NIGERIA—Air conditioning units, automobile-manufacturer's representative requests replies from manufacturers only. Desires to represent producer of wide range of models of car air conditioners suitable for European and British cars as well as American. Believes sales of 30-40 units per mo. can be made if prices are right. Angus & Partners, Ltd., 30 Marina, P.M. bag 2031, Lagos. WTD 8/30/63.

PAKISTAN—Auto and electrical parts. Requests replies from manufacturers only. M/s. Pakman, Pak Chambers, Nila Gumbad, Lahore.

■ Dreyco parts, brake lining sets, clutch springs, fuel pump assemblies, king pin sets, voltage regulators, w.c. cups, various part numbers, descriptions, large quantities; federal mogul engine bearings, various; federal mogel national oil seals; sparton horns; rox parts; wheel parts. Import license No. 235003. Loan No. 391-H-066. U.S. source. Quotations desired by November 2. Central Arms and Auto Stores, Nila Gumbad, Lahore. Cable, AUTOARMS.★ SBC-414.

■ **TURKEY**—Truck-mounted drilling machines, soil sampler, pick-ups, tractors, trailer, motor scraper. Trailers, trucks, accessories must be matched, so that they may be operated together as single units. PA#277-700-901-356-3227. Limited worldwide (901). Bid deadline November 12. Toprahsu Genel Mudurlugu, Makina Ikmal Mudurlugu, Ankara. SBC-422. Copies of invitations are available from the Turkish Embassy, Board of Counselors for Economic Affairs, 2523 Massachusetts Ave., NW., Washington, D.C.

■ Headlamps for motor vehicles, tung-sol sealed beams, or equals, 6006, 6 v., 5004 pcs., 6012, 12 v., 4992 pcs., 4001, 12 v., 2004 pcs., 4002, 12 v., 3000 pcs. Import license No. 002115. Quotation date November 12. Bey Ltd. Sirketi, Taksim Lamartin Cadd. No. 15, Istanbul.

■ Monroe shock absorbers, or equivalent, various reference numbers. $5,000. IL#8706. Quotation date November 13. Hayim Dalva ve ortagi (Yildiz Komandit Ortakligi) Akgerman Han 301, Izmir. Cable, DALVA, Izmir.★

Both the above are for U.S. source. SBC-419.

372 Aircraft, Parts

GERMANY—Aircraft (all types), helicopters, all types of aircraft equipment, both civilian, military; requests replies from manufacturers only with price quotations cif European ports. Direct purchase and agency. Luftfahrt-Technik GmbH., K. G., (wholesaler, agent, importer), Postfach 5306, 4 Duesseldorf. WTD 6/14/63.

373 Ship Building, Repairing

CHILE—Small cargo ship 150/180 tons or self-propelled lighter suitable for coasting-trade in Southern Chile; requests replies with price quotations; requests replies in Spanish. Mario R. Arend R., Portales 190, Casilla 174, Coyhaique. WTD 9/13/63.

374 Railroad Passenger Cars

● **THAILAND**—Supply of 20 passenger coaches, third-class, meter gauge. Worldwide tender No. B.E. 2506 (1963 a.d.), bid deadline December 17. State Railway of Thailand, Yod-se, Bangkok. Conditions of tender, with drawings, may be reviewed in Rm. 4320, Transportation Equipment Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: 202—WOrth 7-4816).

375 Motorcycles, Bicycles, Parts

ITALY—Bicycle chains, est. average of 500,000 units annually. Comm. Luigi Sponticchia, (importer), Piazza Gozzano, 15/b, Turin.

381 Engineering, Laboratory, Scientific, Research Instruments

■ **INDIA**—Laboratory equipment, machinery, such as Universal testing machines, recorder, extensometer, deflector, Torsion testing machine, troptometer, Brinell microscope with all necessary accessories, various, 15 items. Proposal No. L-717. Contract No. 1258, between the University of Illinois and AID. Bid deadline November 5. Detailed specifications, invitations may be obtained from: Mr. D. L. Hartman, University of Illinois, Purchasing Division, Business Office, 203 Administration (E), Urbana, Illinois. SBC-418.

■ Precision theodolite with accuracy of one second direct reading and 1/10th of a second accuracy by estimation with very clear telescope internal focussing and reversible both ways equivalent to WILD/T2 model '56 universal theodolites with stand and accessories, 6 Nos. Tender No. S/181/AID. Loan No. 386-H-061. U.S. source. Bid deadline November 13. India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008, where specifications and conditions are available. Required by the Kerala State Electricity Board, Trivandru, India. SBC-422.

ISRAEL—All kinds of scientific, laboratory, professional, controlling instruments, equipment; requests prompt offers with catalogs, price lists. Agency and/or direct purchase. Medtechnica, Ltd., 18A King George St., P.O. box 2695, Tel Aviv. WTD 8/28/63.

■ **PAKISTAN**—Microscopes, various descriptions, 525 Nos.; rotary microtomes, 6 Nos.; polarometers, 25; stopwatches, 200; balances, 200; microscope illuminators, 25; telescopes, astronomical or terrestrial, 200; barometers, 100, thermometers, 3500; stirring apparatus, 25; gas generators, 200. Tender No. S-9/44/SCI (63-64). Tender fee, not refundable, $5.25 each. Loan No. 391-H-066. U. S. source. Bid deadline November 11. The Director, Directorate of Supply, CDN Section, EPIDC House, 4th Fl., Motijheel, Dacca 2. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-418.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

■ **INDIA**—Automatic gauge recorder for surge shaft. Tender Nos. S/173/AID. Bid deadline November 12.

■ Automatic rain gauge recorder, syphon spilling type or other suitable type, metric scale, with clockwork mechanism, weekly disc charts, suitably protected against heavy rains, 24 Nos., with spare charts for 3 yrs. operations, spare pen, ink and instruction book for each instrument, complete with standard spares, accessories. Tender No. S/172/AID. Bid deadline November 15.

Both the above are for loan No. 34. U.S. source. Kerala State Electricity Board, Trivendrum. Specifications and conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008. SBC-413.

■ Table comparator with high intensity fan cooled illuminating unit and 10" dia. ground glass receiving screen, angle measuring chart assembly, lens, overlay chart knob, set carbide tipped centers, blocks, V-block, vise stage; bottle Mir-O-Lens; illuminating unit; Universal box and pan brake; vertical honing head with ball bearing spindle; bench type chaser sharpening machine with adjustable tool rest, 2 nos. each. Cif Bombay. Reference No. 63(343)/63-AID-(1). Import license No. EI/GL/MTC/293/DLF-217/363. Loan No. 386-A-055. U.S. source. Quotation date November 30. Rallis, India, Ltd., 21 Ravelin St., Fort, Bombay 1. Cable, RALLI, Bombay. SBC-418.

ITALY—Regulating and controlling systems for automatic weighing, mixing, measure, such as dynamometers, dosimeters, micrometers. Agency and direct purchase. Ditta Micromega, di Rag. Adolfo Sorrentino, via Camerana, 12, Torino.

Refrigerating gas leakage alarming devices. Indesit, S.p.A., (importer, exporter, wholesaler, manufacturer), Strada Piossasco, Orbassano (Torino).

Water meters in lots of 1,000 for sale on the local market. Lauretta Coscia, (importer, retailer, wholesaler), via Lattanzio 45-49, Bari.

SINGAPORE—Scientific instruments (glassware); requests samples, price quotations cif Singapore; direct purchase and agency. Universal Chemicals & Scientific Supplies, Ltd., George Lee Bldg., Clemenceau Ave., Singapore 9. WTD 10/10/63.

384 Surgical, Medical, Dental Instruments

BELGIUM—Varicose elastic stockings. Bota, S.A. (importer, exporter, wholesaler, manufacturer), 148 Grand' Place, Denize. WTD 5/3/63.

● **EL SALVADOR**—One roentgenological sphere. Tender No. 172(63), bid deadline November 8. Tender conditions and specifications in Spanish. Proveeduria General de la Republica, San Salvador.★ (Telephone: 202-WO 7-2939).

FRANCE—Audiometers; requests replies in French; selling agent and/or distributor in France or sector thereof. Direct purchase and agency. Leo et M. Lasserre, (wholesaler, retailer, manufacturer), 46 rue du Languedoc, Toulouse, Haute-Garonne. WTD 4/5/63.

ISRAEL—All kinds of medical, surgical, hospital equipment, supplies; requests offers with catalogs, price lists. Agency and/or direct purchase. Medtechnica, Ltd., (importer, distributor), 18A King George St., P.O. box 2695, Tel Aviv. WTD 8/28/63.

386 Photographic Equipment

ISRAEL—Full line of motion picture theater, studio equipment including projectors; requests prompt offers with catalogs, price lists from manufacturers. Agency and/or direct purchase. Medtechnica, Ltd., (importer, distributor), 18A King George St., P.O. box 2695, Tel Aviv. WTD 8/28/63.

ITALY—Sensitive paper for photo-duplicators such as thermofax. Kromos, (manufacturer), via Bionaz, 49, Turin.

● **LIBYA**—Catalogs, prices on apparatus, equipment, supplies for film processing laboratory, black and white film only. Quotations are to be cif Tripoli and include (1) a basic unit capable of doing 16-mm. and 35-mm film; (2) optional extras; (3) cost of installation and training personnel to operate. Proposals are to be in duplicate addressed to Ministry of Planning and Development, P.O. box 600, Tripoli, Libya. Attn.: Technical Dept., Materials Section. (Telephone: 202-WO 7-2778).

SAUDI ARABIA—Sensitized, photographic, recording, photocopying, similar paper products. Al-Nahdhah Book Shop, (importer, wholesaler, retailer), P.O. box 353, Dammam. WTD 3/31/63.

391 Jewelry, Silverware, Plated Ware

CEYLON—Imitation stones for costume jewelry. E. Francis Perera & Co., (importing distributor, manufacturer), 12, Yatinuwara Vidiya, Kandy.

394 Toys, Amusement, Sporting Goods

ENGLAND—Toys: scientific, educational; medium priced. Direct purchase and agency. F. Bing and Co., Ltd., (sales agent), 4-5 Bridgewater Sq., Barbican, London, EC.1. WTD 9/30/63.

FRANCE—Target archery sets for men, women, children; bow hunting tackle including arrows, quivers, accessories. Direct purchase and agency. Etablissements Lajus, (dealer, manufacturer), Ave. due Sabaou, Biarritz, Basses-Pyrenees.

NETHERLANDS—Professional and sports diving equipment, accessories. Inexpo, (importer, wholesaler, retailer, exporter), Taborstraat 17, Rotterdam 16. WTD 5/28/63.

SOUTH AFRICA—Hobbies, toys, chessmen, "painting by number" kits. Direct purchase and agency. Arthur E. Harris, (Pty), Ltd., P.O. box 1199, Johannesburg. WTD 10/9/63.

395 Pens, Pencils, Office, Artists' Materials

SAUDI ARABIA—Carbon-coated paper; artists' materials; typewriter ribbons. Al-Nahdhah Book Shop, P.O. box 353, Dammam. WTD 3/31/63.

396 Buttons, Costume Novelties, Notions

AUSTRALIA—Unique or exclusive buttons for women's clothing; ornamental buttons for women's shoes. Elite Supply Co., (importer, wholesaler), 230 Brunswick St., Fitzroy, Victoria. WTD 9/17/63.

LIBYA—Costume jewelry. Carnaval de Venise, (importer, retailer), P.O. box 43, Benghazi. WTD 6/10/63.

399 Manufacturing Industries

■ **BOLIVIA**—High wall tents, 10'x12' base, 5 each; wall tents, 14'x16' base, 20; blankets, 90% wool, 10% rayon, 62"x84", 410 hooded jackets, rainwear, small, medium, large, 200; extra globes, 30; extra generators, 30; heavy duty centrifugal pumps, 3; gas lanterns, single mantle type, 15; extra mantle sets, 30; light wgt. boots, size 7, 50 pairs; light wgt. boots, size 8, 125 pairs; light wgt. boots, size 9, 25 pairs. PIO/C No. 511A12AV-9-30217. Limited worldwide (901). Invitation No. MOE-0026-TL-63. Bid deadline November 15. Ministry of National Economy, 1488 Camacho Ave., La Paz. Cable, MINECONOMIA, La Paz. Detailed specifications, special instruction, conditions, bid forms may be obtained from the Embassy of Bolivia, 1145 19th St., NW., Washington, D.C., Attn: Dr. Salcedo. SBC-421.

■ Chemicals, such as inks, driers, varnishes; paper products such as offset paper and cover stock; carbons for arc lamps; wire, tinned finish; offset plates, offset presses, image developer, deletion fluid, color key negatives, electric type writer machine; various types of film, stretch cord, masking tape, and ortho paper; squeegee, rubber, medium grade. PIO/C No. 511N69AD-9-30346; limited worldwide (901); Bid deadline November 15. Invitation No. MOE-0025-AV-63. Ministry of National Economy, 1488 Camacho Ave., La Paz. Detailed specifications, special instructions, conditions, bid forms may be obtained from the Embassy of Bolivia, 1145 19th St., NW., Washington, D.C., Attn: Dr. Salcedo. SBC-421.

■ Sodium carbonate, coveralls, medicine cases, shelving units, cabinets, refrigerators, fluorescent lamps, water pumps, calculating machines, syringes, beakers, test tube cans, forceps, mortars, needles, washing machines. PIO/C No. 511A23AK-9-30345. Limited worldwide (901). Bid deadline November 15. Invitation No. MOE-0022-SAI-63. Ministry of National Economy, 1492 Camacho Ave., La Paz. Cable, MINECONOMIA, La Paz. Detailed specifications, special instructions, conditions, bid forms may be obtained from the Embassy of Bolivia, 1145 19th St., NW., Washington, D.C., Attn: Dr. Salcedo. SBC-421.

ENGLAND—Hairdressing trade accessories: vulcanite combs, scissors, hair brushes, nail brushes, rubber gloves, plastic spray bottles for perfumery purposes, toilet, cosmetic bags, towels. Agency and direct purchase. Comby, (London), Ltd., (importer, wholesaler), 9 Violet Hill, London, NW.8. WTD 10/2/63.

IRAQ—Bass brooms (brushes) with handles, 2000; lavatory brushes, 500. Tender No. 97/63, bid deadline 1:00 p.m., November 3. Deposit and samples required with bid submission. Director General, Iraqi Ports Administration, Margil. (Telephone: 202-WO 7-2923).

PAKISTAN—Maps, charts, globes. Direct purchase and agency. Book Center, (importing distributor, commission merchant), 49, The Mall, Lahore 3. WTD 9/30/63.

■ **VIETNAM**—Arc welders, voltmeters, autoformers, lettering guides, drawing outfits, plastic rulers, projectors, projector screens, 23 items. PIO/C No. 430-271-9-30404. Limited worldwide (901). Bid deadline November 22. Invitation No. 1007-02103. Central Purchasing Authority, P.O. box H-5, Saigon. Cable, MAIDICH, Saigon. Specifications, conditions may be obtained from the Embassy of Vietnam, Attn: Mrs. N. H. Quang, 2251 R St., NW., Washington, D.C. SBC-421.

505 Farm Products, Raw Materials

ENGLAND—Raw furs; mainly wild and ranch mink, muskrats. Agency and direct purchase. Bleistein and Co., Ltd., (exporter, importer, wholesaler, commission merchant), 187/8 Upper Thames St., London, EC.4. WTD 9/13/63.

GERMANY—All types of raw furs; requests replies in German. Herbert Wohlleben G.m.b.H., (importer, wholesaler, exporter), 66-68 Niddastrasse, 6 Frankfurt/Main. WTD 9/17/63.

509 Wholesalers

NIGERIA—Surplus civilian and military clothing. Arula Kalu & Bros., (importer), P.O. box 355, 90, Jubilee Rd., Aba, Eastern Nigeria. WTD 9/20/63.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field Crop Farms

GREECE—Dried beans, lentils, peas in bulk. Requests replies from shippers with price quotations. Ipliktsoglou & Kontogeorghiou, (commission agent), 3 Kapodistriou St., Thessaloniki.

SPAIN—Number 1 pea beans, preferably Michigan; if Michigan not available Great Northern or other types, in lots of 100 to 500 mt. Camilo Candela Pascual, (commission broker), Apartado de Correos 683, Plaza San Jaime 2, 3°, 2ª, Barcelona.

201 Meat Products

BELGIUM—All kinds of canned meats; requests replies from manufacturers only. Tecnomark, 87 Ave. Louise, Brussels. WTD 7/12/63.

203 Canning, Preserving Foods

BELGIUM—All kinds of canned fruits, vegetables; requests replies from manufacturers only. Tecnomark, 87 Ave. Louise, Brussels. WTD 7/12/63.

FRANCE—California dried fruits, Santa Clara dried prunes; good quality, preferably larger sizes; requests replies from packers and exporters only. Paul Coutau-Begarie, (sales agent—food products, canned goods, dried fruits), 15 rue Grangeneuve, Bordeaux, Gironde. WTD 4/2/62.

SOUTH AFRICA—Vacuum-packed walnuts. Geoffrey R. Galliers, (sales agent, manufacturers' representative), P.O. box 1065 or 605 Amsterdam House, 353 West St., Durban, Natal. WTD 9/25/63.

SPAIN—Meat, fish canned products; requests price quotations cif Spanish ports. Representaciones Fornet, (wholesaler, distributor), María de Guzmán 34, Madrid. WTD 10/7/63.

204 Grain Mill Products

VIETNAM—Wheat flour. Namthanh General Trading, (indent agent), P.O. box 657, Saigon. WTD 10/8/62.

208 Beverage Industries

BELGIUM—Wines in bulk to be bottled in Belgium; requests replies from manufacturers only. Tecnomark, 87 Ave., Louise, Brussels. WTD 7/12/63.

PAKISTAN—Bottling franchise for non-alcoholic beverages. Haidri Beverages, Ltd., (manufacturer), 39 Garden Rd., Karachi 2.

209 Food Preparations

BELGIUM—Spices; requests replies from manufacturers only. Tecnomark, 87 Ave. Louise, Brussels. WTD 7/12/63.

220 Textile Mill Products

AUSTRALIA—Dacrons, dacron-cotton, acetates, nylon, particularly interested in fabrics for men suiting, trousers; requests replies from manufacturers only. Robert Christmas & Co., Pty., Ltd., (importer, wholesaler), 148 Edward St., Brisbane, Queensland. WTD 10/2/63.

NORWAY—Shirting, particularly interested in fine cotton and cotton/synthetic fibre blends. Bjarne Stokstad, (manufacturers' agent), 15 Storgaten, Oslo. WTD 10/4/63.

SOUTH AFRICA—Good quality dress fabrics, ribbons, lampshade trimmings, fringes, drapery, furnishing fabrics. Geoffrey R. Galliers, (sales agent, manufacturers' representative), P.O. box 1065 or 605 Amsterdam House, 353 West St., Durban, Natal. WTD 9/25/63.

221 Broad Woven Fabric Mills, Cotton

ECUADOR—Towels, turkish, terry-woven; requests replies in Spanish. Octavio Baquerizo Roca, (agent), Elizalde No. 117, P.O. box 141, Guayaquil. WTD 9/23/63.

223 Broad Woven Fabric Mills, Wool

GREECE—Wool-dacron (45%) worsted material for men's suits; requests replies from manufacturers or exporters with price quotations. S. G. Sophianopoulos & Son, (commission agent), Passage St. Minas 41, Thessaloniki.

225 Knitwear

CHILE—Woolen knitwear, bathing suits, summer apparel for men, children's clothes; manufacturer or these articles under a license arrangement; requests replies from manufacturers only. Jacobo Pupkin Kosoy, (manufacturer), 1860 San Pablo, Casilla 5543, Santiago. WTD 9/6/62.

ECUADOR—Men's, boys', children's knit shirts, (except sweat); requests replies in Spanish. Octavio Baquerizo Roca, (agent), Elizalde No. 117, P.O. box 141, Guayaquil. WTD 9/23/63.

NORWAY—Ladies' stockings, men's socks; requests replies from manufacturers only. E. Bergwitz-Larsen, (manufacturers' agent), 17 Kirkegaten, Oslo. WTD 8/9/63.

229 Textile Goods

GERMANY—Cotton web for coating purposes. B. Berkfeld & Soehne, (sales agent), 98 Koelnischestrasse, 35 Kassel.

239 Fabricated Textile Products

GREECE—Satin rayon lining fabrics for men's suits. Requests replies from manufacturers or exporters with price quotations. S.G. Sophianopoulos & Son, (commission agent), Passage St. Minas 41, Thessaloniki.

264 Converted Paper, Paperboard Products

ITALY—Printing paper. Exclusive agency for Piedmont, Liguria, Lombardy. Vincenzo Paolo Pietrovichillo, (commision agent), C.so Lecce, 26, Turin.

281 Industrial Chemicals

ITALY—Chemical products for the plastics, foodstuffs, varnish, paper, rubber, mechanical industries. Gianfranco Giay Arcota, (agent), via Coazze, Giaveno (Turin Prov.).

VIETNAM—Full line of industrial chemicals. Namthanh General Trading (indent agent), P.O. box 657, Saigon. WTD 10/8/62.

282 Synthetic Materials

SOUTH AFRICA—Low-density polyethylene for flexible bottles; low-density polyethylene for film extrusion (suitable for production of large, heavy-duty bags) with a low melt index of 0.3; black pipe polyethylene compounds suitable for extrusion of irrigation piping; rigid p.v.c. suitable for extrusion of rigid pipes, guttering; also high quality phenol and urea molding compounds for compression molding. Importing distributor and manufacturers' agent seeks agency for Southern Africa; requests replies from manufacturers only. John Beith, (Chemicals & Sales), Pty., Ltd., (importer, manufacturers' agent), P.O. box 280, Durban, Natal. WTD 12/21/62.

VIETNAM—Nylon, polyethylene, polystyrene resins. Namthanh General Trading, (indent agent), P.O. box 657, Saigon. WTD 10/8/62.

283 Drugs

FRANCE—Pharmaceutical specialties for the treatment of cholesterolemia, thrombosis, heart disease. Laboratoire Solac, (manufacturer, wholesaler, exporter), 40 rue d'Aubuisson, Toulouse, Haute-Garonne. WTD 3/21/63.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

ITALY—Cosmetics, beauty shop products, toilet preparation, perfumes. Giorgio Chiosso & C., via Vitt. Emanuele, 14, Chieri (Turin Prov.).

Soap detergents, waxes. R.E.I., (Rappresentanze Esclusive Industriali) di Riccardo Rossi, (manufacturer's agent), via Paolo Sarpi, 86, Turin.

287 Agricultural Chemicals

VIETNAM—Ammonium sulphate, tricalcium phosphate, ammonium phosphate, superphosphate, muriate of potash, ground rock phosphate, urea. Namthanh General Trading, (indent agent), P.O. box 657, Saigon. WTD 10/8/62.

289 Chemical Products

ITALY—Inks for the printing industry. Exclusive agency for Piedmont, Liguria, Lombardy. Vincenzo Paolo Pietrovichillo, (commission agent), C.so Lecce, 26, Turin.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

CHILE—Terrytex pot cleaners, scouring cloths; direct purchase and agency. Rosa O'Ryan de Vergara, (real estate broker, importer, manufacturer), Arlegui 374, Viña del Mar. WTD 9/27/63.

ITALY—Metal abrasive, nonmetallic abrasive products for the mechanical industry. Ferdinando Giribaldi, (commission agent), C.so Bruno Peirolo, 17, Bussoleno (Turin Prov.).

342 Cutlery, Hand Tools, General Hardware

AUSTRALIA—Marine hardware, boating accessories. Willers & Co., (Industrial), Pty., Ltd., (manufacturers' representative), Edith & Mary St., Newstead, G.P.O. box 890 L, Brisbane.

343 Heating Apparatus, Plumbing Fixtures

ITALY—Cast iron heating boilers, radiators; requests replies from manufacturers only. Aldo Amidei & Figli, C.so Lecce, 92, Turin.

346 Metal Stampings

GERMANY—Stamped kitchen hand tools; (except cutlery); stamped and pressed stainless steel and tinware kitchen utensils; requests replies from manufacturers only with price quotations c.i.f. European ports. Karl Wiegel, (wholesaler, agent), 126 Muelheimer Freiheit, 5 Koeln-Muelheim. WTD 9/4/63.

SOUTH AFRICA—Kitchenware, utensils, gadgets. Geoffrey R. Galliers, (sales agent, manufacturers' representative), P.O. box 1065 or 605 Amsterdam House, 353 West St., Durban, Natal. WTD 9/25/63.

349 Fabricated Metal Products

CANADA—Butterfly valves; requests replies from manufacturers only. C. O. Monat & Co., Ltd., (manufacturers' representative), 6520 Park Ave., Montreal 8, Quebec. WTD 10/7/63.

353 Construction Machinery

AUSTRALIA—Mining machinery. Evans Deakin & Co., Pty., Ltd., (shipbuilder, engineer, builder), 231 Charlotte St., Brisbane, Queensland. WTD 7/17/63.

ITALY—Earth graders, mobile cranes, power shovels, bulldozers, excavators, concrete, cement mixers, other new machinery used in the building and prefabricated house industries. Ignazio Brucato, (agent), via Ventimiglia, 198, Turin.

Portable, power, gravity conveyors; overhead trolley conveyor systems; conveyor system attachments. Comm. Pier Domenico Berton Giachetti, (agent), via P. Giuria, 24, Turin.

354 Metalworking Machinery

ITALY—Drilling machines, grinding machines, lathes, milling machines, other machine tools for the mechanical industry. Ferdinando Giribaldi, (commission agent), C.so Bruno Peirolo, 17, Bussoleno (Turin Prov.).

New and rebuilt gap-frame presses, lathes, shaping machines, milling machines, rolling plate machines. Requests replies from manufacturers only. Marat di Maiocco G. Franco, (commission agent), C.so Vercelli, 30, Turin.

Milling machines, shaping machines, lathes, radial drilling machines, metalworking presses. Fimut di Dr. Pietro Ghigo, (importer, wholesaler), C.so Ferrucci 52, Torino.

355 Special Industry Machinery

BELGIUM—Equipment, accessories used in cutting and other specialized operations in manufacturing clothing of all types, including inner-and-outerwear. Exclusive agency for Benelux and France. Etablissements Joseph Paulus, Dison-Verviers. WTD 9/26/63.

ITALY—Logging chain saws, other special woodworking machinery with new technical features. Mario Dellarole, (commission agent), via Cardinal Maurizio, 30, Turin.

356 General Industrial Machinery

ITALY—Draining pumps such as sewage pumps, centrifugal water, sludge pumps. S.A.M.E.S., (manufacturers' representative), Corso Vittorio Emanuele, 9, Torino.

357 Office Computing, Accounting Machines

CHILE—Office supplies, equipment; requests replies in Spanish. Teodoro Ribera B., Bulnes 382, Casilla 408, Temuco. WTD 9/26/63.

ITALY—Office machines, equipment, furniture especially new patented novelties; requests replies from manufacturers only. Giorgio Chiosso & C., (agent), via Vitt. Emanuele, 14, Chieri (Turin Prov.).

358 General Industrial Machinery

ITALY—Rotary laundry dryers; requests replies from manufacturers. Aldo Amidei & Figli, C. so Lecce, 92, Turin.

Water coolers for commercial and industrial uses. S.A.M.E.S., (manufacturers' agent), Corso Vittorio Emanuele 9, Torino.

Automatic and manual polishing machines, floor waxing machines, glass polishing machines. R.E.I. (Rappresentanze Esclusive Industriali) di Riccardo Rossi, (manufacturers' agent), via Paolo Sarpi, 86, Turin.

362 Electrical Industrial Apparatus

ITALY—Industrial electrical timing and control equipment such as pressure switches, proximity switches, solenoid switches and liquid level controls; integral hp. motors, generators, under 2,000 k.w. S.A.M.E.S., (manufacturers' representative), Corso Vittorio Emanuele, 9, Torino.

371 Motor Vehicles, Motor Vehicle Equipment

CHILE—Repair and replacement parts for automobiles, trucks; requests replies in Spanish. Teodoro Ribera B., (importer, wholesaler, retailer), Bulnes 382, Casilla 408, Temuco. WTD 9/26/63.

TURKEY—Repair, replacement parts for motor vehicles. Sirri Yuksel, (importer, retailer), Sarampol Cad. 193, Antalya. WTD 10/10/63.

372 Aircraft, Parts

AUSTRALIA—Specialized tools, equipment for use in aircraft industry. S. Robinson & Sons, Pty., Ltd., (importer, agent), 83 Argyle St., Parramatta, N.S.W.

381 Engineering, Laboratory, Scientific, Research Instruments

NORWAY—Teaching machines for language teaching at elementary school, high school, university level. Sven Thorud, (manufacturers' agent), 2 Sven Brunsgt, Oslo. WTD 11/14/62.

394 Toys, Amusement, Sporting Goods

AUSTRALIA—Toys of all types; requests samples with initial replies. Wilson Enterprises, (importer, agent), Box S. 1529, G.P.O. Perth. WTD 5/23/63.

New Trade Lists

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated August unless otherwise indicated.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by U.S. firms located in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Architects, Builders, Contractors and Engineers—Turkey, September.
Automotive Product Manufacturers—Spain.
Automotive Product Manufacturers—United Kingdom, September.
Automotive Vehicle and Equipment Importers and Dealers—Netherlands Antilles.
Beverage, Non-Alcoholic Manufacturers—United Kingdom.
Chemical Importers and Dealers—Austria.
Coal, Coke and Fuel Importers and Dealers—Spain, September.
Confectionery Importers, Dealers and Manufacturers—Mexico, September.
Dental Supply Houses—Germany, Federal Republic of, and West Berlin.
Feedstuff Importers, Dealers and Manufacturers—Malaya.
Fertilizer Importers, Dealers, Manufacturers and Exporters—Germany, Federal Republic of, and West Berlin.
Fruit and Nut Importers, Dealers and Exporters—Switzerland, September.
Hardware Importers and Dealers—Israel.
Instrument, Medical, Surgical, Hospital, Scientific and Process, Importers, Dealers and Manufacturers—Israel.
Iron and Steel, Nonferrous Metal, and Building Material Importers and Dealers—Venezuela.
Jewelry, Silverware, Timepieces and Giftware Importers and Dealers—Costa Rica.
Metallurgical and Metal Working Plants—Israel.
Office Supply and Equipment, Stationery and Paper Importers and Dealers—Australia, September.
Office Supply and Equipment, Stationery and Paper Importers and Dealers—Mexico, September.

Steel towers quotations asked by New Zealand

New Zealand Government Railways invites tenders for the fabrication of three (3) 120' steel floodlight towers.

Copies of the specification and drawing may be obtained from the New Zealand Senior Trade Commissioner in the U.S., 1145 - 19th St., NW., Washington, D.C., 20036. These documents are also available for review only in the office of the Building Materials and Construction Industries Division, BDSA, Rm. 4002, Department of Commerce, Washington, D.C., 20230.

The tender is identified as No. NZR. 63/772. Bids will be accepted until November 27, by the Comptroller of Stores, New Zealand Government Railways, Wellington.

Nigeria wants bids on hardware plant

The Secretary of the Electricity Corporation of Nigeria has announced a tender for the manufacture, supply, and erection of a hardware impregnating plant.

The bid deadline is November 13.

The plant must be complete with accessories, water-borne impregnating salts, wood dressing and boring machines.

Bids must cover the entire project. Tender documents may be obtained from the Secretary, Electricity Corp. of Nigeria, Electricity Headquarters, 24/25 Marina, Private Mail Bag 2030, Lagos, Nigeria, against payment of $33.60 which is not refundable.

Iraq requests supply of radio spare parts

The Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, Iraq, has issued tender No. Siga/8/1963, for the supply of various quantities of spare parts for the AN/GRC-9 radio.

The bid deadline is November 3.

Terms and specifications may be obtained from the issuing office against payment of (ID 0.500) $1.40.

Copies of the bid documents are available on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-308, Rm. 4119, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4036).

Ceylon announces tender for cigar machinery

The Department of Rural Development and Small Industries, Torrington Sq., Colombo 7, Ceylon, has announced a tender for the purchase of cigar-making machinery with a deadline of November 14.

The machinery required includes bunch making, bunch pressing, turning and drying, automatic wrapping, and conveyor and cutting machinery.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the GIEC Division, BDSA, Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-5589).

Visiting Buyers and Officials

BRAZIL—Mr. Egon Katz, representing Irmaos Pugliese S.A., Rua Joaquim Carlos 527, Caixa Postal 10519, Sao Paulo, interested in investigating the possibility of negotiating a licensing or know-how agreement for the manufacture of **plastic scrap grinders, plastic printing machines for bottles, silk screen printing machines for pasties.** Requesting technical information regarding this subject. Here for two weeks. c/o E. Boland Co., Inc., 287 Broadway, New York, N.Y. Itinerary: New York.

ENGLAND—Mr. A.C.B. Blackburne, Director, McArthur and Co., (Steel & Metal), Ltd., Midland Rd., Kings Cross, London, NW. 1, interested in **exchange of information in connection with the distribution of steel and wire products.** November 14 via New York for one week. c/o D.P. Blackburne, Apt. 9B, 47 E. 87th St., New York, N.Y. Itinerary: New York.

Messrs. R.W. Wright and A.C. Day, representing Head Wrightson Stockton, Ltd., G.P.O. box 10, Norton Rd., Stockton-on-Tees, Yorkshire, interested in renewing contacts with existing licensors and visiting companies with a view to obtaining licenses for new products in line with firm's traditional activities—**designs and makes headgears, towers, skip plant and mine car handling plant; remaining output is machinery, principally rotary dryers and coolers; fluidised bed dryers; grinding mills; classifiers; pelletising machinery; packaged boilers and oil preheaters; also, fabricator of aluminum and steel.** Here for 4-5 weeks. c/o Auditorium Hotel, Cleveland, Ohio, (Oct. 28-Nov. 9); Carlton House Hotel, Pittsburgh, Pa., (Nov. 9-15); Berkeley Hotel, New York, N.Y. (Nov. 16-17). Itinerary: Jacksonville, Corinth, Miss., Joplin, Mo., Denver, Chicago, Cleveland, Pittsburgh, New York.

JAPAN—Mr. Sojiro Yamazakai, Chief of Production Control Division, Kyoto Machine Tool Co., Ltd., (Kyoto Kikai Kogu Kabushiki Kaisha), 15 Nakaai-cho, Nishinokyo, Nakakyo Ku, Kyoto, interested in **production and technical know-how for forging and tool making (hand tool).** October 29 via New York for 17 days. c/o Fuller Orient Corp., 152-35 Tenth Ave., Whitestone, N.Y. Itinerary: New York, Chicago, San Francisco, Los Angeles, Detroit.

NORWAY—Mr. Peder Soiland, Managing Director, Norges Kooperative Landsforening, (Federation of Norwegian Cooperatives), 2 Revierstredet, Oslo, interested in purchases of **items for servicing approx. 1,000 retail outlets all over Norway; also, administration of chain stores.** Here for three weeks. c/o 34 Eighteenth St., Jackson Heights, N.Y. Itinerary: New York, Minneapolis.

SYRIA—Fares Attar, representing Attar Bros. & Co., 29 May Ave., Damascus, interested in **telecommunication, silo equipment, road building equipment, army vechicles, turbine power equipment;** also requests technical information for these business lines. Here for 30 days. c/o Mr. Jawdat Moufti, Counselor, Syrian Arab Embassy, Washington, D.C. Itinerary: New York, Chicago, Washington, San Francisco.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington, D.C., 20230 or telephone 202-WO 7-4674 in Washington.

INDIA—Plans formulated by the Government of West Bengal to construct a fertilizer plant at Durgapur have been turned over to the Government of India-owned Fertilizer Corp. of India. The Corporation proposes to establish the plant under the existing industrial license held by the Government of West Bengal. As originally planned, the plant is to be built with a capacity of 100,000 tons of nitrogen per yr.

It is reported that the Indian Iron and Steel Co. plans to proceed with the execution of the Chasnalla colliery project. It is hoped that the project, for which a foreign exchange loan has been obtained from the World Bank, will increase the company's coal output to about two million tons annually.

IRAN—A joint stock company has been formed for the purpose of building and operating a 1,000-ton a day sugar beet extracting and refining plant in the Isfahan area. The company, Sherkat-e-Sehami Shirin Isfahan, is seeking bids for the complete machinery and equipment and would be receptive to a "Turnkey" proposal.

IRELAND—Plans for a luxury, 200-room hotel in Belfast are being considered by the Intercontinental Hotels, (Ireland), Ltd. The hotel, estimated to cost about $3.5 million will be somewhat similar to the hotels recently opened in Dublin, Limerick and Cork by the same company. It is reported that a good proportion of the kitchen equipment for these hotels was purchased in the U.S. Interested suppliers of all types of hotel equipment should contact Intercontinental Hotels, (Ireland), Ltd., Dublin or the Intercontinental Hotels Corp., New York. Intercontinental Hotels Corp. is a division of Pan American World Airways.

MARTINIQUE—A 103-room, sea-side hotel, to be managed by Hilton Hotels, estimated to cost approx. $(U.S.)2.8 million, will be constructed on the outskirts of Fort-de-France, Martinique. The hotel, which is expected to be open for business in 2-3 years will be build to Hilton Hotels specifications.

NEW ZEALAND—It is reported that tenders will be called in the near future by the Ministry of Works for the construction of an elevated highway 4100 ft. long and 100 ft. wide. The elevated road will pass over a congested area of Wellington and will be comprised of two three-lane bridges, each 50 ft. in width, with the actual roadway 42 ft. It is proposed that pre-cast, pre-stressed concrete is to be used, particularly over railway yards in order to minimize the interference with railroad operation.

NORWAY—The Norwegian Joint Signals Administration has opened a project, estimated to cost approx. $116,000 under the North Atlantic Treaty Organization's International Competitive Bidding procedure.

Interested contractors certified eligible to participate in NATO ICB projects are invited to establish their intention to tender on or before November 7 for the construction of a 740 sq. m., concrete and brickwork office building, by notifying the Norwegian Defense Construction Service, Section II, P.O. box 967, Oslo, Norway.

Firms not already certified to participate in NATO bidding should send a resume of their qualifications to the Commodity Export Promotion Staff, BDSA-111, Department of Commerce, Washington, D.C., 20230. A brochure on the NATO international competitive bidding program is available from the staff office.

Bid deadline extended

The Greek Government has announced that the deadline for submission of bids on its tender for the procurement and installation of instrumentation at the NATO missile firing installation (NAMFI) in Crete has been extended from October 30 to November 30.

Iraq Government issues radio transmitter tender

The Central Foreign Purchasing Board, Ministry of Finance, Baghdad, Iraq, has issued tender no. 36/63 calling for the supply of one hf radio transmitter, with one watt output, in the 2-24 mc. frequency range.

The unit should be capable of handling SSB, ISB, DSB telephony or FSK telegraphy. The transmitter is to be delivered to the Ministry of Communications, Directorate General of Civil Aviations, in Baghdad. The bid deadline is December 22.

Terms and specifications may be obtained from the Central Foreign Purchasing Board against payment of (ID 0.500) $1.40 per copy, plus $.70 to cover cost of air mailing to the U.S.

Copies of the bid documents are available on a short-term loan basis from the Electronics Division, BDSA-308, Rm. 4119, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4036).

Leads for Importers

Commodities are offered direct unless specified.

019 Commercial Farms

ECUADOR—Cut flowers, plants: (1) Easter lilies (Lilium Candidum), 300 doz. per shipment/wk—June through December; (2) Pigeonfoot (Amarantacia, species Celosia or Geranium Molle), 300 doz. per shipment/wk—June through November. J. A. Guijarro Villacres, Exportaciones, P.O. box 2557, Quito. Replies in Spanish requested. WTD 2/21/47.

071 Agricultural Services

NEPAL—Raw jute: lightening, hard, middling. Dhartidhan, Pvt., Ltd., P.O. box 171, Kathmandu.

208 Beverage Industries

ECUADOR—Ecuadorean 3-year-old rum in souvenir gift bottles of terra-cotta; 100,000 bottles per yr. Larsa, (Laboratorios, agencias y Representaciones S.A.), P.O. box 398, Quito. WTD 8/20/62.

209 Food Preparations

NEPAL—Oilseeds: linseed, mustard seed, toria seed. Dhartidhan, Pvt., Ltd., P.O. box 171, Kathmandu.

229 Textile Goods

NEPAL—Jute goods: hessian, gunnies. Dhartidhan, Pvt., Ltd., P.O. box 171, Kathmandu.

242 Sawmills, Planing Mills

CHILE—Lumber: alamo (populus nigra italica); alerce (fitzroya cupressoides); araucarie (araucaria araucana); coigue (nothofagus dombeyi); laurel (laurelia sempervirens); manio (podocarpus salignus); pino insigne (pinus radiata); tepa (laurelia serrata). Teodoro Ribera B., Bulnes 382, Casilla 408, Temuco. WTD 9/26/63.

251 Household Furniture

ALGERIA—Hand-carved Berber-style furniture. Monsieur Charles Ayme, Ebenisterie d'Art, 26, Blvd. Victor Hugo, Algiers. WTD 10/10/63.

283 Drugs

IRAN—Licorice root packed in new bags weighing 100 kg. each. Can provide 500-600 metric tons to be ready for shipment end of March 1964. Mohamad Jamshidi, Saraye Gomrok, Shiraz. WTD 9/27/63.

IRAQ—Licorice roots, natural, peeled. Victor N. Bahosky, P.O. box 247, Ras al-Qarya. WTD 10/7/63.

317 Handbags, Personal Leather Goods

NETHERLANDS—Leather cigarette, cigar cases made of cowhide, pecarry, morocco, calfskin. Fasting Agentuur- en Handelsonderneming, 645 Europalaan, Tilburg. Samples can be requested from or examined at Seymour A. Potter, Jr., 96-02 57th Ave., Apt. 15-K, Flushing, N.Y.

373 Ship, Boat Building, Repairing

FRANCE—Seagoing steel fishing vessels including trawlers and other types ranging in sizes from 65 to 98 feet; also lighters and other steel crafts manufactured to order according to specifications. Chantiers de L'Adour, Route de la Barre, Anglet, Basses-Pyrenees. Replies in French requested. WTD 10/3/63.

399 Manufacturing Industries

FRANCE—Gift and publicity items: aluminum ash trays for publicity purposes; key rings with light bulbs; artificial fire places with multi-colored flames. Omodi, Office Monegasque de Diffusion Industrielle, 4 Quai Antoine Ier, Monaco. WTD 10/10/63.

SWEDEN—Gift articles. Adexa AB, Box 101, Pixbo.

New Books and Reports

***Yearbook of International Trade Statistics 1961. (12th Ed.)* 1963. United Nations, Publications Service, New York, N.Y. 710pp. $8.**

Contains detailed trade data for individual countries and basic summary tables showing world trade by regions and countries, world exports by origin and destination, world and regional export and import quantum and price indices, terms of trade indices, and indices by commodity classes. Individual country data usually for years 1932-61, showing quantity and value in national currency of imports and exports in recent years analyzed by commodities; tables for recent years showing value in national currency of import-export trade analyzed by principal countries of origin and destination.

***Major Latin American Construction Projects, 12th Edition.* Published by Construccion, McGraw-Hill Publishing Company. New York, 1963. 163pp. $2.**

A listing of 3,100 construction projects, each worth $1 million or more, in 21 Latin American countries. Planned and underway construction will total $22.9 billion for the 1962-63 period in Latin America.

Order from Ingenieria Internacional Construccion, 330 West 42nd St., New York 36, N.Y., or your nearest McGraw-Hill sales office.

***The Custom House Guide, 101st Edition.* Published by John F. Budd. New York, October 1963. 2,000 pp. (approx.). $35.**

The 1963 edition of the Custom House Guide, in its 101st year of publication, includes the new Tariff Schedules of the U.S., which became effective August 31, in their entirety. An alphabetical commodity directory lists 26,000 commodities which regularly enter the U.S., including full descriptions, units of quantity, item numbers and rates of duty.

It is designed as an important aid to importers in their determination of duty rates under the new Law. The fully revised Customs Regulations, the import section of the Internal Revenue Code and the distinctive Port Sections combine to make the new edition a helpful tool for both importers and exporters.

The 2,000-page, cloth-bound volume sells for $35 per copy. This price includes the monthly supplement, American Import & Export Bulletin, which keeps subscribers up-to-date with the latest revisions and provides news, statistics and information of interest to the shipping industry. Copies of the 1963 Custom House Guide may be obtained from the publication office at 10 Bridge St., New York, N.Y. 10004.

***Report on the Market for Plastics in Colombia.* Prepared by the Colombian Institute of Industrial Development. Bogota, Colombia. 1962. 49 pp. Free.**

This brief, Spanish-language material covers polyethylene, polystyrene and vinylic resins. It may be useful to U.S. firms considering investment in the plastics or plastic raw materials industries in Colombia. As the report was first issued in August 1962, some of its market projections now may appear unduly conservative.

Copies of the report, "Breve Informe Sobre el Mercado de Plasticos en Colombia," may be obtained from Instituto de Fomento Industrial, Aptdo. Aereo 4222, Bogota 1, Colombia.

***International Fertilizer Guide: 1963-64.* Published by Noyes Development Corporation. Pearl River, N.Y., 1963. 51pp. $12.**

A guide to primary fertilizer materials, listing the names and addresses of the leading producers throughout the world. The information is listed by country, and contains producers of ammonia, urea, nitrogen and phosphatic fertilizers.

Producers having only granulating or bulk blending plants have been excluded.

It can be ordered from the Noyes Development Corporation, P.O. Drawer 900, Pearl River, N.Y., 10965.

***The Economic Feasibility of Passenger Hydrofoil Craft in U.S. Domestic and Foreign Commerce.* PB-181119. 1962. Office of Technical Services, U.S. Dept. of Commerce, Washington, D.C. 20230. 220pp. $3.50.**

Detailed case studies and information on characteristics of hydrofoil craft. Transport service, cost of operation, and economic feasibility of hypothetical passenger operations examined for the Hawaiian Islands, Miami and Nassau, Puget Sound, and the New York City area.

***Trade Directory of Trinidad and Tobago: 1963-64 Edition.* Published by the Diplomatic Press and Publishing Co. (Diprepu). London, 1963. 72pp. $2.52 (18 shillings).**

This year's edition contains alphabetical and classified trade indexes; import and export statistics; listings of chambers of commerce and trade associations; types of investments desired; and a description of the financial and banking structure.

Order from the Diplomatic Press and Publishing Co., 13, Cotswold Gardens, London, N.W. 2.

***Doing Business in Japan.* By Robert Wiegand. Published by DePaul Univ. Chicago, Ill., 1963. 88pp. $1.50**

Presents the political, marketing, financial, legal and economic aspects of Japanese commerce today; along with discussions on the labor situation, U.S. trade relations with Japan and a case history of an American firm doing business in Japan. The book was compiled from talks given at an executive's seminar by some of the best informed businessmen and academicians today on the subject of Japan.

This monograph is designed to assist both the corporation executive and the smaller businessman who is in anyway interested in foreign trade with Japan, or perhaps, may already have commercial relations with Japan.

A copy of this publication can be received by sending $1.50 to Mrs. Margot Pascht, Executive Secretary of Business Conferences, College of Commerce, De Paul University, 25 East Jackson Blvd., Chicago, Illinois.

***Costante's First Turkish Trade Directory.* Published by the Costante Press Agency. Istanbul, Turkey. $10 (postpaid).**

A multilingual directory describing Turkish foreign trade and the markets of Adana, Ankara, Bursa, Istanbul, Mersin and Izmir. Contains financial, tariff, customs, and exchange regulations; classified list of importers; exporters, bankers, insurance companies and agents, ship owners, ship agents, general merchants and traders, commission agents, transport companies and manufacturers.

Copies can be ordered from the Constante Press Agency's address is: Besiktas P.K. 86, Istanbul, Turkey.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1963—701936/14

Calendar *for international traders*

October

28—Michiana World Trade Club Meeting. V-M Corporation, **Benton Harbor, Mich.**

28—Columbia Sales and Marketing Club Export Expansion Conference, 6:30 p.m., Wade Hampton Hotel, **Columbia, S.C.** Sponsors: Columbia Sales and Marketing Club, South Carolina Export Expansion Council, U.S. Dept. of Commerce's Charleston Field Office.

28—"Little White House" Export Expansion Conference, **Memphis, Tenn.** Sponsors: Memphis Regional Export Expansion Council and Memphis Field Office.

29—Riverside and San Bernardino County Export Expansion Conference at the Orange Show, **San Bernardino, Cal.** Subject: "New Profit Opportunities in International Business." Sponsors: Los Angeles Export Expansion Council, Riverside and San Bernardino County Boards of Trade.

29—Export Expansion Conference, **San Antonio, Tex.** Sponsors: Regional Export Expansion Council and the San Antonio Chamber of Commerce.

29—Mid-South Exporters' Roundtable, **Memphis, Tenn.** Program featuring "Private and Government Assistance to the Traveling Businessman."

29—Export Trade Workshop. (First of 5 weekly sessions). Federal Building, **Minneapolis, Minn.** Sponsors: Minnesota World Trade Assn, Small Business Administration, Minneapolis and St. Paul Chambers of Commerce

29—"Little White House Conference on Export Expansion," McCurdy Hotel, **Evansville, Ind.** Sponsors: St. Louis Regional Export Expansion Council, Evansville Chamber of Commerce, American Marketing Association, Evansville and Owensboro chapters.

30—Export Seminar sponsored by the Pittsburgh Regional Export Expansion Council and Ellwood City Chamber of Commerce. **Ellwood City, Pa.**

30—"Little White House Conference" presentation of Cincinnati Field Office and Regional Export Expansion Council members at "Commerce Night" of the World Trade Club of the Cincinnati Chamber of Commerce. **Cincinnati, Ohio.**

30—American Marketing Assn's St. Louis International Roundtable, Miss Hulling's Restaurant, **St. Louis, Mo.**

31—The World Trade Club of St. Louis and the American Marketing Assn. joint meeting at LeChateau Restaurant, **St. Louis, Mo.**

31—Monthly Export Counseling, **Pittsburgh, Pa.** Sponsored by the Chamber of Commerce of Greater Pittsburgh.

31—Export Expansion Press Conference of Western Michigan Editors, **Muskegon, Mich.** Sponsors: Port of Muskegon, St. Lawrence Seaway Development Corp. and the U.S. Dept. of Commerce's Detroit Field Office.

November

1—Export Expansion Conference, **Sandusky, Ohio.** Sponsor: Manufacturer's Division of the Sandusky Area Chamber of Commerce. Topics: International banking, freight forwarding, cargo, and foreign credit insurance.

4—Regular monthly luncheon meeting, Houston World Trade Assn. Subject: "Education's Role and the AID program in Latin America." Speaker: Professor Frank Tiller, University of Houston, at World Trade Club, **Houston, Tex.**

4—Panel Discussion on the Foreign Credit Insurance Assn.'s role in Export Trade Expansion. Windsor Ballroom, Commodore Hotel, **New York, N.Y.** Sponsored by the World Trade Club of New York.

4—Foreign Credit Interchange Bureau "Roundtable" Conference on Foreign Finance, Credit Collection, and Exchange Problems. 1:30 p.m., Ben Franklin Hall, the Advertising Club, **New York, N.Y.**

7—Monthly meeting of the Milwaukee World Trade Club. Coach House Inn, **Milwaukee, Wis.** Speaker: Neil C. Hurley, Jr., Chairman, National Export Expansion Council.

7—Mid-America Regional Export Expansion Conference. World Trade Center, **University City, Mo.** Sponsors: Chamber of Commerce of University City and the St. Louis Regional Export Expansion Council.

7—Export Conference at the Center for Continuing Education, Univ. of Georgia, **Athens, Ga.** Sponsors: Univ. of Georgia, Athens Area Chamber of Commerce, and Atlanta Regional Export Expansion Council.

7—Monthly Meeting of the Machinery Metals Export Club. The Advertising Club, **New York, N.Y.**

11-14—World Trade Week, **Grand Rapids, Mich.** Export Expansion Conference: 13th. Final dinner, export expansion panel discussion: 14th. Sponsors: Grand Rapids Chamber of Commerce, World Trade Committee, and U.S. Dept. of Commerce's Detroit Field Office.

12-14—Manfacturing Automation Show (Designated as an International Trade Fair). Cobo Hall, **Detroit, Mich.**

13—Profits in Exports Conference, Schine Ten Eyck Hotel, **Albany, N.Y.** Sponsors: Greater Albany Chamber of Commerce, World Trade Club, New York State Dept. of Commerce.

13—Bi-monthly meeting of the Export Division, Milwaukee Credit Men's Assn. Ambassador Hotel, **Milwaukee, Wis.**

14—Meeting of the International Trade Club of Chicago, Carson, Pirie, Scott & Company's Auditorium, **Chicago, Ill.** Speaker: William E. Barlow, President of Vision Inc. Subject: "Latin America."

14—International Trade Conference, **Lubbock, Tex.** Sponsored by the Lubbock Chamber of Commerce and the U.S. Dept. of Commerce's Dallas Field Office.

18-20—50th National Foreign Trade Convention. The Waldorf-Astoria, **New York, N.Y.** Theme: "The United States In World Markets—Charting the Course for Coming Years." Sponsored by the National Foreign Trade Council.

19—Monthly Luncheon Meeting of the Cedar Rapids Chamber of Commerce's Foreign Trade Bureau. Roosevelt Hotel **Cedar Rapids, Iowa.** Speaker: Philip G.D. Adams, British Consul General in Chicago.

19—Workshop on the European Economic Community, **Kansas City, Mo.** Sponsors: International Trade Club of Kansas City and the Dept. of Commerce's Kansas City Field Office.

19—Annual meeting of the Cincinnati Assn. of Credit Management, **Cincinnati, Ohio**—"Little White House Conference" presentation by R. M. Luckey, Cincinnati Field Office Director, and Dr. K. Wilson, Univ. of Cincinnati.

19—International Trade Conference, **Longview, Tex.** Sponsored by the East Texas Chamber of Commerce and the U.S. Dept. of Commerce's Dallas Field Office.

21—Monthly dinner meeting of World Trade Club of St. Louis at Schneithorst Restaurant, **Ladue, Missouri.**

22—Missouri Export Expansion Conference. Sheraton-Jefferson Hotel, **St. Louis, Mo.** Sponsors: St. Louis Regional Export Expansion Council and the Chamber of Commerce Executives of Missouri.

25—Michiana World Trade Club Meeting. Adams and Westlake Company, **Elkhart, Ind.**

December

5—Mid-America Conference on the European Common Market. St. Louis University, **St. Louis, Mo.** Sponsors: Metropolitan College of St. Louis University and the St. Louis Regional Export Expansion Council.

11—Monthly Meeting of the International Trade Club of Chicago, LaSalle Hotel, **Chicago, Ill.** Speakers: Carl M. Blumenschein, Container Corp. of America, and Phillip Hull, Parker Pen Company.

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